THE FINANCIAL POST

The Canadian Newspaper for Business Men and Investors

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MOVE OF BRUCE MIGHT BENEFIT CANADA IN END

More American Than Canadian Cars Are Used in Australia

MAKE PARTS HERE

Many of These Now Made in States and Assembled in Canada—Preference Might Help

Canadian business men are watching the Imperial Economic Conference and they are watching Premier Baldwin's tactical tariff moves even more closely. Past experience seems to make it wise to discount the possibility of any preferences in the British market on Canadian foodstuffs which would after all be the largest portion of our exports to Great Britain and indeed to some of the British Dominions.

The most important thing that has come out of the discussion to date is the request of the Australian industries that the benefits of preferential treatment should only be extended to goods from British countries when it can be shown that at least 75% of British labor and British materials has gone into them. The request of the industrial men is important, because it found favor with not only Premier Bruce, of Australia, but other colonial and Dominion experts, and it is not beyond belief that some such plan will be adopted throughout the Empire. At least the matter has been advanced to the stage where Canadian manufacturers and exporters, who are enjoying advantages of preferential treatment throughout the Empire, should consider the possible effect on their own business.

Our Auto Industry

Canadian newspaper correspondents in England have cabled to Canada that this is a move to attack the Canadian automobile industry which has grown to its present proportions as an exporting industry because of British preferential tariffs. It is a sore point with Bruce and some other Dominion premiers that the automobile industry is controlled by American capital and that a great deal of American labor and American materials is put together in a Canadian plant to get preference in other countries as British produce.

But would such a move hit the automobile industry in Canada or any other industry? Perhaps it would not. Consider the question of bodies. Some of the companies exporting from Canada purchase stamped out bodies from the States, make them up here and ship them abroad as finished automobiles, collecting from the Canadian government 99% of the duty paid on the goods when they entered the country. At least one Canadian firm making automobile bodies, considers that it would benefit under the new plan and that the automobile plants would not be hurt. The only result would be that the automobile factories would buy more bodies and other parts and supplies in Canada from Canadian mills.

As for Australia, that has not been as good a market for Canadian cars as some other British Dominions. Australia has never been friendly to Canada in tariff matters, and, as a result, American made cars enjoy a better sale in Australia than Canadian made cars.

In the end Canadian manufacturers may benefit a lot more from any tariff changes that result from the Imperial Economic Conference than they will be hurt, and this applies to American owned factories in Canada, which, after all, add to the wealth of the country and employ Canadian workmen.

Premier Bruce's visit to Canada in December is looked forward to as offering an opportunity of improving trade relations between this country and his.

As to pulp and paper, perhaps the most important manufacturing industry in Canada is the pulp and paper industry. This industry has prospered largely because of our supply of raw materials but also because the United States has not put any tariff on either our wood pulp or our newsprint paper. But concessions in two important British markets are denied Canadian pulp and paper manufacturers. In fact, in the opinion of the Pulp and Paper

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Business Interested in the Alberta Vote

The decisive vote in Alberta in favor of the regulated sale of liquor seems almost certain to be followed by an early vote on the same question in Saskatchewan, that being the only western province which is now dry. Renewed activity for a vote on this question is to be anticipated in Ontario and other dry Eastern provinces.

These developments have a direct interest for holders of brewery securities, for taxpayers, as opening up an additional source of revenue and for merchants and others catering to tourist traffic, particularly from the United States.

IS NUGGET CHIP OFF BIG SILVER VEIN?

Does the finding of Big Silver Nugget in Gillies Limit, near Cobalt, indicate a monster silver vein is near and yet to be found? If so a great fortune awaits someone.

This is only one of the hundreds of interesting phases of mining which will be discussed in THE FINANCIAL POST'S big fall Mining Edition, which will be published in conjunction with the regular edition of THE POST later in the month.

IS MORE POLITICS THAN POWER ON THE ST. LAWRENCE

Dominion Government Will Not Stand Aside for Ontario

From Our Own Correspondent.

OTTAWA.—The Dominion government has no intention of standing aside and allowing Ontario to proceed with the development of water power along the St. Lawrence. Even if it could, it is quite unlikely that it would do so. Besides, there are so many other interests involved that out of regard for these the Dominion government must insist on full protection of its rights.

Expert opinion here thinks that the development of the St. Lawrence is inevitable, but when is a question the experts do not attempt to answer. They only say that the demand for power is becoming so strong that use of all available resources in Southern Ontario will be forced within the next decade probably.

Politics is a big factor in the St. Lawrence issue. It will probably keep the Dominion government from acting for a long time, and even if it were put out of the way, the cost would have to be reckoned with. From present indications the St. Lawrence, for some time, will provide more political than hydro-electric energy.

COULD HAVE USED A CANADIAN PORT

Not Necessary to Ship Through New York to Use Canal to Vancouver

Considerable stir has been caused in Vancouver because a shipment of kitchen ware from Toronto, shipped via New York and the Panama Canal, has been held up for customs duty on the ground that it constituted officially an "import" from the United States.

On the face of it there appears to be an inconsistency that Canadian merchants should pay an import duty on Canadian products, but THE FINANCIAL POST is informed that in this case the instructions with the purchase were specific that shipment should be made via the American port and the publicity given seems to indicate that there was something "staged."

"Why the agitation for a Canadian customs official at New York to facilitate the clearance of shipments through the United States when we have Canadian shipping lines operating to Vancouver from Toronto, Montreal, Halifax and St. John?" is a question being asked according to Hardware and Metal. In the case referred to the Sheet Metal Products Company was not allowed to make shipment via a Canadian port, as would have been done in the ordinary way, but instructions called for shipment via New York. In the event of shipments being made via a Canadian port, goods can pass through the Panama Canal en route to Vancouver without being subject to duty.

Some Lines of Paper Exhibiting Weakness

From Our Own Correspondent.

MONTREAL.—After some degree of quiet, demand for various grades of paper is improving a little. Some price-cutting among firms indicates, though, that selling is hard and there is a tendency to lower prices for the finished article.

Book paper is less in demand and bonds and writings are not selling well. This follows a decline in activity in printing plants. Newsprint is more active and mills continue to run at capacity. There are signs of a shortage, but against this fact must be recorded the near entry into production of many new machines. Chemical pulps have been sold lately at prices below the general market. Groundwood, however, is in keen demand and Canadian mills selling groundwood are profiting.

New 100,000 H.P. Plant in Sight for Montreal 'Power'

MONTREAL.—Extensive additions to the power output of Montreal Light, Heat and Power consolidated are planned. The new development will be right at the edge of Montreal Island and will consist of a new power plant at Lachine, according to present information.

The power plant is likely to have an ultimate capacity of 100,000 h. p.

TARIFF ON WHEAT GIVES TO CANADA EDGE ON EXPORTS

Why United States is Not Likely to Increase Levy

From Our Own Correspondent.

OTTAWA.—Trade and Commerce officials here are not inclined to take very seriously reports from Washington that application has been made to the United States Tariff Commission with the view of having the duty of 30 cents a bushel on wheat entering the Republic increased by 50 per cent.

It is understood that the argument for the increase is based on the ground that the cost of producing wheat in Western Canada is lower than that in the Western States. The view here is that this will probably be established by the enquiry, for as land on this side of the boundary line is cheaper than that on the other side, and as taxes are also lower, there is little doubt about the Canadian grain grower being able to produce more cheaply than the American.

An increase in the duty would be viewed with regret, but the trade returns show that even if Canadian wheat were entirely shut out from the United States, it would make little difference to this country, for during the six months ending September the United States has only taken 3,708,000 bushels. Obviously this is a mere drop in the bucket in an exportable surplus this year of possibly over 300,000,000 bushels.

It is also pointed out that as the United States has probably a surplus of well onto 100,000,000 bushels to sell abroad, any action making it more difficult to sell Canadian wheat in the States would have the effect of increasing the Chicago price, and the wider the spread between Winnipeg and Chicago prices, the more difficult will it be for American wheat to find a market abroad. It is now quite generally thought that American wheat growers have about come to the point where they must gradually say good-bye to foreign markets, unless, of course, they are prepared to accept much lower prices.

Harvest Hands Better Spenders Than Farmers

From Our Own Correspondent.

CALGARY.—While there was free spending by the harvest hands, who were paid very attractive wages, merchants report that they are disapointed with trade as far as the farmers themselves are concerned. The situation appears to be that while the crops are good and the yield above what was expected, the costs have been so high that there is not much left in net profit to the farmer and so much of this is required for debts already due that there is a comparatively small margin for spending; many merchants are not favorable to further credit.

Why Big Men Keep Out of Public Life

MONTREAL.—The Premier of Ontario, Hon. Mr. Ferguson, told a Montreal audience this week pretty much what THE POST told its readers last week as to the attitude of the public and press towards good men.

> "Many men were deterred from public service by selfish reasons, declared Mr. Ferguson. Far more were deterred by fear of having their reputations besmirched by calumny and vilifications, and by the thought of the selfish motives that a certain section of the press and a certain class of citizen would attribute to them.
>
> "Most men go into public life at a great personal sacrifice. While they are content to make that material sacrifice, they refuse to have added the arrogance and humiliation that comes to them and their families and friends by an unfair and unscrupulous section of the public and press. He knew something about vilification. He had enjoyed three years of it. This was one of the most potent factors in keeping good men out of public life."

The Business Situation

What will happen in Canadian business this winter or for the next six or nine months is the live question in financial circles. A serious rebound—such as they have had in England—has been expected by most observers. Instead, times here have continued abnormally good, while this season's developments to date present a number of encouraging factors in our business situation.

Based on THE POST'S preliminary estimates to September 30 of our production in 1923, published on this page last week, there seems to be no doubt that our gross revenue this year will be the largest in any normal year in our history. It will be at least $250,000,000 more than last year and, after making allowances for the present higher range of values, over $500.000,000 in excess of the pre-war year, 1913. The main details on which THE POST'S preliminary estimates are based—the figures for 1923 being to September 30—are:

Products of the Farm	1923	1922	1913
Grain, roots and fodder	$1,002,799,000	$962,526,000	$552,711,500
Livestock and poultry	318,300,000	281,166,000	245,554,000
Butter, cheese and eggs	308,430,000	309,433,000	119,220,000
Fruits, vegetables	57,400,000	55,855,000	46,390,000
Wool	3,302,000	3,250,000	1,860,000
Tobacco	3,700,000	4,548,000	1,875,000
Fur	8,295,000	9,250,000	4,000,000
	$1,702,226,000	$1,626,028,000	$1,051,610,500
Mines, Forests and Lakes			
Minerals	$ 236,611,000	$ 184,097,000	$ 145,634,000
Paper, pulpwood and timber, etc.	443,570,000	316,000,000	177,120,000
Fish, lobsters, etc.	38,000,000	42,000,000	33,389,500
	$ 718,181,000	$ 542,097,000	$ 356,143,000
Total natural products	$2,420,407,000	$2,168,125,000	$1,407,754,000

It must not be overlooked that these figures are a provisional estimate. They are not strictly accurate but are sufficiently so to be a guide on the trend of Canadian developments. It should also be noted that these figures include only a minor part of our manufacturing production, and our manufacturers have been working in nearly all departments in excess of 1913. Last estimates of total manufacturers' production in Canada are for 1920, which show a gross value of products in 42,406 plants of $4,019,371,869, employing 684,698 persons.

Other encouraging side-lights are the great increase in exports, as shown in THE POST last week, of over $204,000,000 for the first nine months of this year over the same period in 1922; and in the same period our total exports exceeded our imports by over $94,000,000. Canada has now risen to fifth place in the exporting countries of the world in total foreign trade. We now export three times as much per head as the United States, and one-third more than the Mother Country. It has been stated, but THE POST has been unable to verify the figures, that Canada now exports more per head of population than any other country.

To these may be added some other important developments to which the president of the Molsons Bank, F. W. Molson, drew attention in an excellent address this week. He showed that the deposits in the banks this year increased about $69,000,000, against decreases last year of $152,000,000, while the circulation of the bank notes increased nearly $12,000,000; that failures for the nine months to September 30 were 2 per cent. less than last year, and liabilities 5 per cent. less. He believes the falling off in business activity has to some extent been checked; the loans of the banks having decreased this year about $60,000,000, as against over twice that much last year.

Foreign Capital Now Invested in Canada is $4,640,000,000

Of this Total United States has Invested $2,425,000,000 and Great Britain $1,890,000,000—Britain Big Holder of Our Railway Securities—Other Foreign Investments are $325,000,000

From Our Own Correspondent.

MONTREAL.—Investments of outside capital in Canada have been on a broad scale, but careful study of the status of these investments leads to the conclusion that present estimates of the amount of foreign capital invested in Canada are somewhat too high. These estimates have been arrived at by adding together the amounts believed to have been invested in Canada in the pre-war years, and adding to the total additional foreign investments in the war period and since. Allowance has also been made for the change of ownership of many securities formerly held abroad, but now held in Canada, and of securities formerly held in Great Britain, but now held in the United States.

Such a system of estimating the investment of outside capital in the productive and governmental enterprises of this country has certain weaknesses. One is that it does not allow for investments that are extinguished by various causes, such as declines in land values, and the collapse of the railway bubble. Some idea of the extent of the decline in wealth can be had from the fact that since the war the wealth of Canada has moved downwards from an estimate of $19,000,000,000 to $17,000,000,000. Individual wealth measured in purchasing power has increased, but measured in dollars and cents the national wealth has declined. Foreign investments, especially when measured in such a variable factor as dollars and cents, must also be estimated according to present conditions.

The commonly accepted estimate of foreign investments in Canada is as follows:

United States	$2,500,000,000
United Kingdom	2,000,000,000
to	2,500,000,000
Foreign	250,000,000
Total	$4,750,000,000
to	$5,250,000,000

THE FINANCIAL POST has made an estimate upon a different basis taking each individual type of security or enterprise and estimating the amount of the investment in it by countries of ownership. Fairly accurate sources of information are available in many lines. Adding together the figures arrived at in each case, the amount of United States capital invested in Canada is found to be $2,425,000,000, which is reasonably close to current estimates. The amount of British capital in the coun-

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The Post is Securing Millions of British Capital for Ontario Mines

Some months ago THE FINANCIAL POST answered an enquiry from England asking a report on a mining property in Northern Ontario. This week THE POST had a cable from the enquirer. He stated that after receiving the answer to his cable he purchased the property. He and a friend have put up £175,000 $875,000) and hope to be able to prove up a mine with that sum.

As a matter of fact THE POST recently visited the property in question. It is close to a proven mine. Geologically it is perfect. Several veins have been cut, while developments at the moment are at a point where big results are to be expected any day.

The visitor complimented THE POST on the good work which it was doing to interest English capital in the mines. He states that there are thousands in England who would become interested if they only knew about the mines.

In connection with THE POST'S activities, letters have just been received from the representatives of a large financial house of London, which tell a little further about what THE POST is doing. The writer said in part:

> The article was an excellent one and will have done a great deal of good in helping on the cause of Ontario and interesting the public in the possibilities of the "Golden Province."

A second letter from another member of the same house added:

> "I only hope that this mine will encourage English investors to interest themselves further in Canadian mining possibilities as a whole and in the Porcupine Field in particular. I am sure your article will go a long way to furthering this."

Just now THE POST has a letter from a financial leader in London who says he has a group who would like to get in on something in Northern Ontario mining. He asks us to make a recommendation.

FINANCING SOON FOR PRICE SCHEME

Big Bond Issue for Quebec Development Corporation Expected Shortly

From Our Own Correspondent.

MONTREAL.—It is anticipated that there will be financing very shortly for the Quebec Development Corporation, that gigantic union of interests of Sir William Price and James B. Duke, that is developing water power at Grand Decharge near Lake St. John, in Northern Quebec.

Work has been progressing all year on this massive development but no public bond issue has yet been arranged. The bond issue, when it comes, is sure to be of a considerable size, because about $14,000,000 is being spent on the first 2,000 h.p.

The first power which will be ready from January, 1925, will be used by Price Bros. & Co., in their new mill at Kenogami. It takes a tremendous amount of power to drive groundwood and paper machines and in addition Price Bros. & Co. will generate steam from electrical power, an interesting development that has also been undertaken at Laurentide and Belgo plants.

Price Bros. & Co. now have a capacity of about 275 tons of paper a day at their Kenogami mill. Two machines are under construction. One will come into production about the end of January and another in October next. This will increase the daily capacity to 500 tons.

Eventually Price Bros. & Co. will have a capacity of 1,000 tons of newsprint a day if the present plans are carried out. This will make their production the largest in Canada unless the Backus-Brooks plant at Kenora is completed to that capacity before Price Bros. mill.

THE RELATIONS OF VARIOUS CLASSES ARE OUT OF LINE

Many People Suffer Under Policy of Labor Unions

UNHEALTHY STATE

Wages are Forced up by the Unions; Then Adjustments are Prevented and Depression Results

NEW YORK.—The industrial situation is not well balanced, portions of the population having succeeded in holding or forcing up their compensation at the expense of others, thus lessening consumption by the latter, says the National City Bank's November business letter. The abnormal situation as to construction work has minimized the effect of these unbalanced relations for the time being, but they are an element of weakness. The policy of the labor organizations in forcing wages upward at every opportunity, and then refusing to make concessions when adjustments are necessary, is a great handicap to industry. It deprives it of the flexibility that is required to maintain balanced relations. The industrial organization is a great co-operative organization, made up of many factors, independent in a degree, yet dependent upon each other. The efforts to control wages and prices arbitrarily has an effect like that which would result from binding the arms of a person attempting to walk a tight-rope. The labor policy is to allow industry to shut down rather than make concessions, and the effect is to create a scarcity of goods until a temporary and limited demand is created at a high cost, most of which is paid by the wage earners themselves, followed by another period of depression and partial employment. It put the business organization under strain, and produces spasmodic conditions. It is right and to be expected that wage-earners shall have a voice in fixing wages, and it is not of itself a serious matter that wage-earners are quick to demand higher wages when conditions are such that they can be paid. The free play of the law of supply and demand may be readily accepted. The harmful thing is the refusal to allow that free play when adjustments downward are necessary for the good of industry.

Non-Co-operative Spirit

During the period of government operation of the railroads, the shopmen, who had been paid on a piecework basis, were changed to a time basis, and the cost of their work very

(Continued on page 4)

Conditions Favorable For Western Farmers

From Our Own Correspondent.

CALGARY.—Wonderful weather for threshing has marked the harvest season, and this has been a great blessing to the farmers; it has helped to facilitate threshing, which would have been a difficult task had the weather been wet, because of the unusually heavy straw.

The price of all sorts of grain has continued about as stable as could have been hoped for, and this has meant that no particular loss has been suffered by those who have not been able to get their crop to market as early as they might have liked.

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SAFETY DEPOSIT BOXES

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A General Banking and Foreign Exchange Business Transacted.

UNION BANK
OF CANADA

Dividend No. 147

Notice is hereby given that a dividend at the rate of 8% per annum upon the Paid-up Capital Stock of the Union Bank of Canada has been declared for the current quarter, and that the same will be payable at its Banking House in the City of Winnipeg, and also at its branches, on and after Saturday, the First day of December, 1923, to shareholders of record at the close of business on the 15th day of November next.
The Transfer Books will be closed from the 16th to the 30th day of November, both days inclusive.

By order of the Board.
J. W. HAMILTON, General Manager.
Winnipeg, Oct. 18th, 1923.

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CLOSE STUDY OF ACCIDENTS SAVES HEAVY LOSS

Considerable Saving of Time and Wages Can be Effected

HAZARD GROWS LESS

Green Hands Provide Major Portion of Casualties—Skilled Doctors Are a Factor

The question of industrial accidents, the consequent loss in wages and efficiency, is ever to the front in industrial Canada. The big question seems to be how to reduce these to a minimum. This is being done by classifying and studying accidents and their cause. Of late, however. this study has reached a more advanced stage, the constant reviewing of kinds of injuries workmen receive. and the securing of medical aides, skilled in handling such injuries. In discussing. "who pays for accidents," R. V. Ageton, deputy mining supervisor of the United States Bureau of Mines, brings out some important points.

From data collected by two large companies who carry their own insurance and maintain hospitals and medical staffs, the injuries are classified and the loss per injury computed. In both companies the majority of accidents occurred to the hands (including the thumbs and fingers); the eyes; and the feet and toes. In "A" Company, the greatest number of injuries occurred to the hands (including thumbs and fingers), with the eyes, second, and the feet and toes third. In "B" Company the hands (including the thumbs and fingers) were first, the feet and toes second, and the legs third. There are some differences; for instance, it seems that injuries to the head and face in "B" Company were less costly in wages lost than in "A" Company. Also hernia is apparently less expensive in wages lost among employees in "B" Company than among employees in "A" Company, but this may be largely due to the fact that "B" Company employed a physician who had made a special study of hernia operations, and who is one of the foremost physicians in this line of work in the United States, consequently these men were able to return to work much sooner than the men of "A" Company.

It was found also that 48.1 per cent. of the injuries occur during the first two months of employment, and that 20.5 per cent. of the injuries occur during the first week. Therefore, many of the accidents occur before the man has become accustomed to the work in that particular mine. Consequently, if the work is on a contract basis, as the majority of it was in these two mines, the man had not become trained enough to reach his maximum earning capacity, or to give the company full value for the money being paid him.

Every mine and every level or working place in the mine where a distinct kind of work is being done has its individual hazards, and should therefore be studied by the men working there, and by the boss in charge of that part of the mine. Such a study must be supplemented by studies of wider scope, insofar as hazards, apparently similar, may exist in other mines. Much can be done by the safety bureau and the medical department, if they work in close harmony with each other and with the individual miners. The entire mining industry will most quickly lessen the hazards of mining by keeping uniform accident records that will facilitate the scientific study of accident prevention by companies working individually or in co-operation with other companies, and with local and Federal safety organizations.

The Business Barometer in the United States

WASHINGTON.—Based on the 1913 monthly average as 100, the following indexes of prices and merchandise exports registered increases in September over the preceding month: retail food prices from 146 to 149, prices to the producer of crops and live stock from 136 to 138 and from 102 to 109, respectively, and total exports of merchandise from 150 to 184; while on the same base copper production declined from 128 to 123 and merchandise imports from 184 to 171. Based on the 1919 average, the index of building contracts awarded in point of floor space declined in September from 85 to 83, while the index of unfilled orders compiled by the Department of Commerce on a 1920 base declined from 60, computed as of August 31, to 58 for September 30.

Big Surplus of Gas in Edmonton Area

From Our Own Correspondent.

EDMONTON.—The natural gas service line is now practically completed, and, at this writing, the city and intermediate points between here and the supply well at Viking are within only a few days of actually having gas to burn. Good time has been made with the installation, and the work has apparently been well done. A large proportion of the business blocks and private residences have been connected up.

Ten gas wells in the Viking field are now open and ready to feed the pipeline. The last of these has just been bored, and is yielding 3,000,000 cubic feet of gas every twenty-four hours. It is claimed that this one well alone is equal to supplying the requirements of Edmonton, and the whole field is said to have enough gas already tapped to last the city and the intervening towns for forty years.

GALT FIRM JOINS LONDON CONCERN

Goldie-McCulloch & Babcock-Wilcox Companies Figure in an Amalgamation

Goldie and McCulloch Co., Galt, Babcock and Wilcox, London, Eng., and Babcock and Wilcox of New York have organized a new company, Babcock, Wilcox, and Goldie McCulloch, with head office at Galt, capital $3,000,000. Branches will be maintained at Toronto, Winnipeg, Vancouver, Montreal, and in the Maritimes.

The new concern has acquired the Canadian business of the Babcock-Wilcox concerns, and the Goldie and McCulloch. with the exception of the vault, safe and safety deposit business of the latter. The new concern is now carrying on business with R. O. McCulloch as president and A. R. Goldie as vice-president. The principal business of the Babcock-Wilson concern is at Renfrew, Scotland, where they have about 5,000 employees.

The new organization will take over all the patents of the constituent companies as well as of the experimental and scientific work, the wide experience and engineering knowledge of the British and American companies.

The officers of the new company are: R. O. McCulloch, president; A. G. Platt, New York, chairman of the board of directors; A. R. Goldie, vice-president, and Alex. C. Fleming, secretary. Other directors are Sir James Kemnal, managing director of Babcock and Wilcox, Ltd., London, England; W. D. Hoxie, president of Babcock and Wilcox Company of New York, E. H. Wells, chairman of the board of the Babcock and Wilcox company, of New York, and A. W. Atwater, K.C., of Montreal.

GROW ONE-SEVENTH OF WHEAT OF WORLD

Canada Likely to Achieve That High Record With the Present Crop

From Our Own Correspondent.

MONTREAL.—It seems probable that this year Canada will produce one-seventh of the world's wheat, and break all records for its percentage of the world's total production. In the year 1914 Canada produced 161,000,000 bushels of wheat, or only 4.5 per cent. of the world's total production of 3,586,000,000 bushels of wheat. Last year Canada produced 400,000,000 bushels of wheat, or 13 per cent. of the world's total production of 3,105,000,000 bushels of wheat, which figure however did not include the unknown growth of wheat in Russia.

This year many of the important wheat producing countries of the world suffered declines in production. United States crop has dropped from 862,000,000 bushels a year ago to 789,000,000 bushels this year. Australia's crop, garnered in January, fell from 129,000,000 bushels to 109,000,000 bushels; Argentine's was almost stationary, rising only from 181,000,000 bushels to 189,000,000 bushels. India's was practically the same, the comparative figures being 366,000,000 bushels in 1922, and 369,000,000 bushels in 1923.

THE FINANCIAL POST has compiled the following table, showing the percentage of the world's wheat production grown in Canada in each of the years indicated:

1900-1913 (average)	5.5%
1914	4.5%
1915	9.5%
1916	10.5%
1917	10 %
1918	6.5%
1919	7 %
1920	9 %
1921	10 %
1922	13 %
1923 (est'd)	14 %

BETTER OUTLOOK FOR OUR PACKING INDUSTRY ABROAD

But Canada Must be Prepared to Meet British Tastes

The further recovery of the Canadian packing industry from the period of depression which followed the widespread and violent post-war readjustment is predicted by General John A. Gunn, president of Gunn's Ltd., Toronto, who has just returned from a protracted visit to Great Britain and the continent, during which he studied the prospects for export business. General Gunn tells THE FINANCIAL POST that the recent winning of the leading prizes for bacon, honey, eggs, and cheese, at the British Farmers' Dairy Show in London will help in giving Canada's farm products valuable publicity. One of the big troubles in disposing of Canadian agricultural produce across the Atlantic has been the lack of information on the part of Old Country consumers regarding the quality of the goods shipped from here; it is not enough that Canadian bacon is as good as Danish bacon, but we must make the English consumer appreciate this.

General Gunn thinks the Canadian farmers and hog raisers could learn something from the Danish farmers, who have doubled the value of their bacon exports in the past ten years, because quality and the type of products demanded by the ultimate consumer is uppermost in their minds. The Danes know that they need the British market and, consequently, are always endeavoring to meet the public taste. Not only are the materials graded from the time they leave the hands of the farmers until placed on the breakfast table, but the return of the producer is regulated so as to keep this constantly in his mind. The bulk of the Danish hogs are sold the dressed basis, and grade is an important factor in the price paid.

Then the Canadian packer must take greater care with his products than the Danish packer; it takes much longer to get the Canadian products to the consumer. Under such circumstances it was gratifying to have Canada win first prize at the London show and in the colonial bacon competition the first prize went to Gunn's, Ltd., for the Canadian product.

General Gunn also says that Canada can learn something from Denmark in regard to modern agricultural methods in co-operation between the farmer and the government in getting results.

PAID FOR LAND WITH ONE CROP

CALGARY.—J. Leverington, farming near Vulcan, Alberta, figures that he has a revenue from 200 acres of summer fallow that yielded an average of 52½ bushels to the acre, to more than pay for the land.

TARIFF RULINGS

Canadian and Foreign Decisions of Interest to Exporters and Importers

OTTAWA.—Importation of poultry and dogs from the United Kingdom is absolutely prohibited by a new order of the department of customs issued under the Animal Contagious Diseases Act. Only toy dogs are exempt.

New regulations have been issued providing that all seeds entering Canada must be sampled by a Dominion government laboratory to determine their suitability for seeding purposes.

Potatoes shipped into Argentina must henceforth be accompanied by a certificate of sanitary origin signed by a government official of the country of origin.

South Africa has placed an export duty of 2 per cent. on ostrich feathers.

Canned foodstuffs shipped to Italy must have the tins indelibly marked by enamelling, burning, etc., to show the name of manufacturer and net weight of contents.

What Canada Sells—and Buys

What does Canada sell to the various countries of the world? And what does she buy? Poring through government blue books to find this information is a ponderous job for the busy importer or exporter, and to make that unnecessary is the purpose of this series of records of the imports and exports of Canada as regards the important nations we trade with.

All imports and exports are shown where the amount exceeds $100,000, and round figures only are given. The record is based upon the 1923 trade figures. Manufacturers and others interested in foreign commerce are urged to save these compilations, which will run for twelve weeks and cover the principal countries of the world.

THE WEST INDIES

British West Indies

From the various islands in the British West Indies, Canada bought in the 1923 fiscal year commodities valued at $12,400,000 or 1.5% of our total imports. The chief imports were:

From Barbadoes:	
Molasses	$2,100,000
Sugar	2,000,000
From Jamaica:	
Sugar	$2,900,000
Coffee	800,000
Rum	200,000
From Trinidad and Tobago:	
Sugar	$1,800,000
Cocoa	300,000
From the other B. W. I.:	
Sugar	$1,400,000
Molasses	200,000
Cocoa	200,000

To these islands we sold $9,500,000 of goods, 1% of our exports. The chief items were for each country:

To Barbadoes:	
Flour	$ 400,000
Lumber	100,000
Fertilizers	100,000
Oats	100,000
To Jamaica:	
Flour	$1,100,000
Dried fish	700,000
Condensed milk	100,000
Butter	100,000
To Trinidad and Tobago:	
Flour	$1,700,000
Dried fish	300,000
Lard compound	[illegible]00,000
Oil cake	100,000
Oats	100,000
To other B. W. I.:	
Flour	$ 800,000
Whiskey	600,000
Dried fish	100,000

Cuba

Our imports from Cuba amounted to $11,200,000 or 1.4% of the total, and the chief items were:

Sugar	$10,300,000
Peanut oil	
Tobacco	800,000
Cigars	100,000

Our exports totalled $5,100,000 or 0.5% of the total exports of Canada. We exported principally:

Flour	$1,400,000
Potatoes	1,200,000
Dried cod.	800,000
Whiskey	700,000
Condensed milk	300,000
Steel rails	100,000

San Domingo

From San Domingo Canada bought commodities valued at $6,000,000 or 0.7% of our total imports and practically the sole commodity imported was:

Sugar	$6,000,000

We sold to San Domingo goods valued at $200,000 and the only important export was:

Flour	$ 100,000

Next week: Australia and New Zealand.

THE UNION BANK OF AUSTRALIA, Ltd.

Established 1837, Incorporated 1880.

Capital Authorized and Issued	£9,000,000
Capital Paid Up	£3,000,000
Reserve Fund	£3,350,000
Reserve Liability of Proprietors	£6,000,000

Head Office:
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The Bank has 187 Branches, viz.:

In Victoria	43
In New South Wales	42
In Queensland	19
In South Australia	14
In Western Australia	20
In Tasmania	3
And in NEW ZEALAND	46

Drafts upon these Branches are issued by the Head Office and may be obtained from the Bank's Agents throughout the world. Commercial and Circular Travelling Credits issued — available throughout the world. Cable transfers are also made. Bills on the Australian States and Dominion of New Zealand are purchased or sent for collection.

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Capital and Reserve $9,000,000
128 Branches in Canada.

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BIG GYPSUM PROMOTION

HALIFAX.—A new gypsum company, the International, has been incorporated in Nova Scotia with a capital of $500,000 and has acquired all the properties of the old Great Northern Mining Company, Cheticamp, Eastern Harbor, Cape Breton, which includes over 12,000 acres.

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Better Lumber

SHIPPING INTERESTS ACQUIRE BIG SHIP PLANT AT ST. JOHN

James Playfair Heads New Ship Building Firm

RECENTLY STARTED UP

Dock, Construction Plant, and Marine Railway of Norton-Griffiths of England Changes Hands

ST. JOHN, N. B.—St. John Dry Dock and Shipbuilding Company which recently opened a dry dock and general ship repair plant, including a patent slipway and marine railway, is composed of Canadian, United States and British capital. This company took over the work at East St. John, N. B.. from the Norton Griffiths Company of England, the latter having been unable to complete the important undertaking. The dock was started in 1911, but operations were discontinued until 1918. The dock is the largest in the world, its measurements being:—extreme length 1,225 feet, length on blocks 1,150 feet, length of each of the two docks, 650 and 500 feet, width of entrance 133 feet at top, 125 feet at bottom, depth 42 feet.

James Playfair of Midland, Ont., general manager of the Great Lakes Transportation Company, is president with D. S. Pratt, of Toronto, as vice-president. He is general-manager of Canadian Dredging Company. Secretary-treasurer is Lieut.-Col. T. A. Duff of Toronto and other directors are F. W. Grant of Midland, Ont.; J. E. Moore and Geo. McAvity of St. John, N. B.; W. J. Sheppard of Waubaushene, Ont., a director of the Royal Bank of Canada, president of the Georgian Bay Lumber Company; W. E. Phin of Hamilton, Ont.; James B. Craven of New York City; D. L. White of Midland, Ont., president of the Canadian Dredging Company.

Besides the dry dock, the patent slipway, marine railway, breakwater, etc., there are three steel and concrete buildings, to be utilized as machine shops, boiler shops, power house, etc., and one brick building to serve as the general offices of the company. The first vessel to enter the dock following the opening by Governor-General Byng, assisted by Lieutenant-Governor Cockshutt of Ontario, and Lieutenant-Governor Todd of New Brunswick, was the S. S. Kongshavn, a Norwegian freighter that sustained damage when grounding on Briar Island, at the mouth of the Bay of Fundy. The S.S. Newton will be converted from a freighter to a passenger carrying vessel, and the S.S. Azoy will also be repaired in the dock. Indications are for a busy season during the winter. Among the stockholders from Ontario who have inspected the works recently are; F. W. Grant, Midland; W. C. Hawkins, Hamilton; G. Heidman, William Ingles, Toronto; Sir Joseph Isherwood, Toronto; Thomas Keifer, Collingwood; Hugh Murray, Toronto; D. L. and D. S. Pratt, Midland; W. E. Phin, Hamilton; J. H. Spence, Toronto; J. L. Weller, Hamilton; D. L. White, Midland; T. W. White, Ottawa; Acton Burrows, Toronto; Hugh Calderwood, Barrie; A. F. Crawford, Galt; M. W. Doherty, Toronto; Thomas A. Duff, Toronto; H. M. Davy, Ottawa; Quebec capital was represented in the visiting list by G. M. Bosworth, George Baillie, J. M. Brouward, Col. E. G. Cape, S. R. Campbell, J. E. Dalrymple, Capt. Gillies, F. J. Hungerford, William Hay, A. Hele, Grant Hall, W. I. McInnis, A. D. MacTier, A. McArthur, P. Pagane, T. C. Somerville, H. A. Stewart, Sir Henry Thornton, W. S. Thompson, E. S. Todd, T. C. Workman, Capt. Walsh, J. Wilkinson, V. G. R. Vickers, R. Wood, all of Montreal. United States capital was represented by R. Taylor, Bruce Rae, James B. Craven, M. L. Carrington, James French, J. Freth, all of New York City; Robert Bruce of Washington, James Paisley of Cleveland.

Great Britain Rules as International Banker

Great Britain continues to maintain her position as an international banker despite the adverse reactions of the European situation upon her trade and industry. Her ability to engage in foreign financing notwithstanding her difficulties at home, is strikingly illustrated by the following comparison of the amounts of new capital issues of foreign origin brought out in the United States and Great Britain during the first eight months of the present year:

	Foreign New Capital Issues, 8 mos.,1923
United States (a)	$191,253,000
Great Britain (b)	211,049,651

(a) Estimate Commercial & Financial Chronicle.

(b) Estimate The Statist. The total in £ is figured at the rate of $4.60.

To the above total of British investment offerings for other than home enterprises might also be added £54,109,277 (or $248,902,674 at $4.60 to the £) in issues of British colonial origin.

Gas Company Not Forced To Supply Its Product

In the case of the City of Lethbridge versus Canadian Western Natural Gas Company, the appeal was dismissed without costs, on an equal division of the Supreme Court of Canada.

As a result the judgment of the Alberta Appeal Court stands and the franchise of the gas company does not force it to supply gas to the city.

Executives of General Motors in the Firm

General Motors have decided to take most of their chief executives into the firm, if they are desirous of entering. This is to be achieved by allowing them to obtain a substantial stock interest. The amount of stock being made available is 2,250,000 shares with a par value in excess of $33,000,000. Under the plan General Motors will pay annually from 1923 to 1930, inclusive, 5 per cent. of its net earnings in excess of 7 per cent. on the capital employed to the Managers Securities Company. The directors are confident that through the adoption of the plan many economies not now obtainable will be realized, and that the total cost of administering the corporation's affairs will be less than under the present plan of operation. The right to supply stock for the purpose of the plan is offered to all common stockholders up to 10 per cent. of their holdings.

NOVA SCOTIA AFTER TOURIST TRAFFIC

Arrangements Being Made to Get Bigger Business During Next Summer

From Our Own Correspondent.

HALIFAX.—In anticipation of heavier tourist traffic in Nova Scotia next year, especially from the United States, a new boat will be put on the Boston-Yarmouth service. This will mean not only additional accommodation for passengers but for automobiles as well—an important consideration in tourist trade.

It is also learned that the Dominion Atlantic Railway will operate the "Flying Bluenose" train (discontinued since 1920) on the Halifax-Yarmouth run again next summer. For this purpose eight new coaches and two new parlor cars have been placed on order.

Several persons will account for greater tourist traffic next year. The Nova Scotia Tourist Association, formed this spring at the instigation of the Provincial government, has done, and is doing, effective work. The recent visit of Hon. E. H. Armstrong, Premier of Nova Scotia, to Boston, and his addresses there stimulated much tourist interest. The expected organization of an Old Home Summer in this province for 1924 will bring its full return of prodigal sons and daughters back "home" on a visit.

The interest of the Boards of Trade throughout Nova Scotia in tourist matters is also commendable. As an example, the Board of Trade of Wolfville gave a banquet on October 31, at which Premier Armstrong and H. J. Logan, K. C., M. P., were the principal speakers.

WAGES BIG PROBLEM FOR THE BUILDERS

Costs are Now so High That Average Workers Cannot Afford Adequate Rent

CHICAGO.—There is a more cautious note in business, and, while the volume is larger than that often seen at this season, there has been a growing conservatism manifested during the last month as a consequence of the higher trend of wages, increased production costs and the new foreign complications. The high level of retail trade, the better showing of manufactured exports, the relatively conservative inventories, the strong bank position, and the absence of credit strain have led, however, to a rather confident belief that the curtailment of manufacturing activity may be only temporary. The suggestion made by President Coolidge that the railroads reduce freight rates on export shipments of wheat and upon shipments of coal so as to assist the farmers and make possible a lowering of coal prices, has given rise to interested discussion as to the relations of the government to business and the possible effort by Congress to enact new radical legislation. The extraordinary changes in Europe with the uprising in Germany and the new problems connected with the growth of the Separatist movement have added to the perplexities of the world situation. There have been signs of large scale buying of building material and other supplies for Japanese account, and it is probable that these purchases will become much more of a factor in the steel and building material markets later on.

Various authorities look for increased activity, especially in the large cities where some important enterprises were postponed during the buyers' strike of a few months ago. There is still a sufficient shortage of competent building mechanics to make it relatively easy for the union leaders to demand the highest wages ever paid for that class of work. It is difficult to forecast the outcome of such a situation, but it is imperative that average rentals in the large cities as well as throughout the country should be reduced to a level at which the average industrial worker finds it possible to provide his family with ordinary creature comforts. Unless the situation changes radically in the meantime the outlook is for an extraordinary building movement in 1924, when heroic efforts will be made to so increase the supply of dwelling accommodations as to provide the people with the quarters that they require.

THE HARVEST YIELD

CALGARY.—Federal Inspector George Hill reports that one shipment of wheat from Irricana weighed 67½ pounds to the bushel. This is the heaviest of the season.

STATES BUYING HEAVILY OF THE EMPIRE COLONIES

Purchases Have Increased Much More Than Sales

NEW YORK.—Trade of the United States with the British colonies, protectorates and dependencies, which have recently been in conference in London, has more than doubled since the beginning of the war. The total trade with the 25 British colonies, protectorates, etc., named in the official records of our foreign commerce, was in the fiscal year 1923 $1,754,000,000, as against $814,000,000 in 1913, an increase, measured in dollar value, of 115 per cent. in the 10-year period, while our total foreign trade in the same period showed an increase of 81 per cent. Our exports to these 25 British colonies, says the Trade Record of The National City Bank of New York, totalled $911,000,000 in 1923 as against $536,000,000 in 1913, an increase of 70 per cent. in stated value. The imports from the colonies in question were in 1923 $843,000,000 against $278,000,000 in 1913, an increase of slightly more than 200 per cent.

What We Sell

This bigger percentage of gain in our imports from these British dependencies scattered the world over is due in large degree to the growing demand of our manufacturing industries for the classes of material of which they are large producers. Rubber is now chiefly produced under the British flag in the Malayan Peninsula and in a lesser degree other of the British colonies in that part of the world. Of jute and jute bags and bagging we are very greatly increasing our consumption and practically all of that material originates in British India. Wool, of which we are steadily increasing our demands upon the outside world, comes to us in large quantities from certain of the British colonies, notably Australia and New Zealand. Wood pulp and pulp wood, of which we import nearly a hundred million dollars' worth a year as against 25 million dollars' worth in 1913, comes to us largely from Canada. Hides and skins, of which the imports into this great agricultural country are steadily increasing, come in greater or less degree from practically all of the British colonies, and this is especially true of goatskins, of which India supplies a much larger total than any other single country. Pig tin, for which we are entirely dependent upon the outside world, comes to us chiefly from the mines of the Malayan Peninsula.

What We Buy

On the export side manufactures formed a large proportion of the nearly $400,000,000 increase in the exports in the period in question to the British colonies. Of automobiles, for example, the exports to British colonies, notably Australia, New Zealand, and Africa, totaled approximately $25,000,000 in 1923. Cotton manufactures, of which Great Britain is an enormous manufacturer and exporter, went in large quantities from the United States in 1923 to Canada, Australia, New Zealand and British colonies in Africa, the total to Canada alone approximating $10,000,000, while the various manufacturers of iron and steel sent to the colonies aggregated totals far in excess of those above enumerated.

Manufacturing materials form the bulk of our imports from the British colonies and manufactures the bulk of the growing exports to them.

More than one-half of this big total of our trade with the British colonies occurs with Canada which supplied a little over one-half of the $843,000,000 of imports into the United States from the colonies as a whole, an took two-thirds of the $911,000,000 worth of our exports to them.

Believes Farmers Will Pay in Reasonable Time

From Our Own Correspondent.

EDMONTON.—Vincent Massey, president of the Massey-Harris Company, who has been a recent visitor here, in the course of a business tour through the West, expresses the belief that there would be a pretty nearly full discharge of farmers' indebtedness within reasonable time. "The farmer has a high sense of obligation," he said, "and he will pay his bills. And at the same time, no creditor corporation has any wish to press its debtors unduly."

The debt adjustment scheme in force in both Alberta and Saskatchewan is working out satisfactorily, thought the Massey-Harris president, and the principle of refereeship involved in it is sound. The results from the standpoint of the creditors have been good, but some improvement in the law might be made in respect to priority rights.

Sears-Roebuck Sales the Greatest Since 1920

CHICAGO.—Sears-Roebuck's sales this year will be the greatest since 1920. Sales of first nine months of this year were $135,647,496, an increase of 26.89 per cent., compared with 1922 period. Business in remaining three months of year is expected to continue ahead of last year although percentage of increase may not be so great. Conservative estimate of 1923 sales appears to be $190,000,000.

LIQUOR COMMISSION PROFITS

If the profits of the initial operation of the Manitoba Liquor Control Commission continue, they will occupy an important position in the accounts of that province. The first month's profits are estimated at $41,750, according to a member of the commission.

Money Belts

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674

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News and Views for Investors

STEEL OF CANADA

The buoyancy in the steel issues of the past week, following the announcement of an unexpected dividend by U. S. Steel, carried Steel of Canada up five points from the closing price of last week. Transactions fell just below 1,500 shares.

BANK OF TORONTO

Bank of Toronto, which started off the week with a buoyancy that moved it up to 175½ has slipped back. The issue has sold around 180-1 from early in August to the middle of October when a weakness developed over the general situation. Only about 450 shares have been sold in that time.

CANADIAN GENERAL ELECTRIC

Transactions involving 3,336 shares of Canadian General Electric resulted in the shares selling up to a new high of 112 during the week. It is gradually becoming recognized that as a result of the deal with the U. S. concern for control of the local, that the consideration involved puts a valuation materially above the market on the common shares. This, coupled with the report that some of the U. S. interests are still picking up the odd lot of Canadian shares, is responsible for the advance.

CANADA CEMENT

"Sales of the Canada Cement Co., Ltd., fell off sharply during the month of October," says Frank P. Jones, president. During the past summer, little building has been going on outside of the large centres, Montreal and Toronto. As a result the company has not been working to capacity. "The farmer is our largest consumer," continues Mr. Jones, "and we have had little or no business from the rural distributors. Our foreign business shows an improvement, but it is very small on account of freight rates; the high freight rate to Newfoundland practically closes this market to us." Up until last year Canada Cement Co. enjoyed a good market in Porto Rico which was totally lost when the Fordney Tariff came into effect.

STANDARD BANK

Shareholders of the Standard Bank have received a circular letter signed by President Wellington Francis and General Manager N. L. McLeod, giving assurance that the bank's position is undoubted, with no reason for shareholders to dispose of their stock. The actual value of the stock, they say, is considerably in excess of the present market price because of the depressing effect on the market of the recent unrest in financial affairs—most of which is entirely unwarranted. The stock at the present market price yields the investor slightly over 7 per cent. and the letter adds that "your directors have increased their holdings in the bank's stock and they now hold over 5,000 shares; no director has sold, or contemplates selling any portion of his holdings." The issue has been selling around 165 since it fell from 170 about the middle of October. This compares with a high of 212½ in March.

ATLANTIC SUGAR

A total of 1,522,000,000 pounds of raw sugar has been brought to St. John, refined, and shipped out again through the port of St. John, since the Atlantic Sugar Refineries, Ltd., started operations in February, 1915, says Financial Service. The refinery, which is St. John's largest permanent industry, has a capacity of 1,200,000 pounds a day and its operation has reached as high as 8,300,000 pounds in a single week. In the year 1922 the total output was more than 309,000,000 pounds. The plant is kept running day and night and affords employment for about 600. The company is now said to be importing raw products from the British West Indies, Cuba, Santa Domingo and the South American countries and refineries. These products are distributed throughout Canada as far west as Manitoba and large quantities are exported to the United Kingdom, France, Belgium, Italy, Holland, Norway, Sweden, Finland and other European and foreign countries. Refiners' syrup is also a product of the company.

CANADA BREAD

Shrewd buyers of industrial stocks look favorably on the recent developments in the business of the Canada Bread Co. The price of the common stock, which is not on a dividend basis, has fluctuated for some time according to the prospects of dividends being paid. So far the directors have not declared a dividend, but at the annual meeting a few weeks ago they assured shareholders that they will not have to wait long for a dividend. The best opinion available favors dividends in the coming year, most likely at the six months period. The company's business in Toronto has been growing very rapidly as has that in the city of Hamilton. The purchase of the Bread Co., of Ottawa, during the past year has further increased the company's operations. It is believed that this plant is already running at a profit. While a dividend could have been paid out of earnings at the end of the past financial year, this was not done as the directors desired to build up a substantial reserve to insure the continuance of the dividend when it is started. The appraisal of the property now being made, appears to be so favorable that this reserve will be considered large enough to justify the paying of a dividend. The stock is very closely held and the market supply is always limited.

MUTUAL OIL

Mutual Oil announces that its No. 7 well in Orange Field, of Texas, has been completed, with an initial flow of 3,000 barrels per day. This well was originally brought in by the Hamilton Oil Company, recently acquired by Mutual Oil as a small producer, and, as a result of working over the well, the flow was greatly increased. The Mutual will soon absorb the Continental Oil, a standard organization operating in Rocky Mt. States. Mutual production is now 47,000 barrels daily. Continental will add 4,000 barrels.

KING EDWARD HOTEL

Business has been steadily increasing at the King Edward Hotel. During September and October the gain was at the rate of about $1,000 a day in revenue. This shows that a larger proportion of the entire hotel is being occupied every day, but the greater part of the gain is stated to be from the various restaurants. Steady progress is being made in the plans to amalgamate the Hotel Company and the Construction Company. This will permit a large saving in management and operation. An announcement regarding the proposed new financing will be made shortly.

BRITISH EMPIRE STEEL

President Roy M. Wolvin announces that the British Empire Steel Corporation is establishing a pension fund to provide annuities for employees whose age does not permit them to continue at work. No contributions to the fund from the employees will be required, but all the money will be provided by the corporation. Briefly, the plan is that any employee who has been 25 years in the corporation's employ, and in the case of a man who has reached the age of 65 years, and in the case of a woman 55 years, will be paid a pension when retired from the service at his or her volition or on the request of the employing officer. A pension will also be paid to any employee of 15 years' standing, who, during the course of employment, becomes permanently and totally incapacitated for work, and the corporation's directors, may, in their discretion, order the payment of a pension to any employee who does not fall under the ordinary provisions of the plan. The amount of the pension is to be at the rate of one per cent. of the employee's average monthly pay during the last ten years of service, multiplied by the number of years of his or her entire service, but in no case is the pension to exceed $75 monthly.

Barlow-Brooks Soon To be Making Paper

Development work in connection with the first unit of the newsprint mill of the Backus-Brooks Company of Kenora, Ontario, has progressed to a point where the company expects to have its first paper machine operating in December. The machine, as large as any in the world, is being built by the Dominion Engineering Works.

It is the intention to build a sulphite pulp mill soon after the paper machine is in operation. At present the mill has a capacity of 80 tons of groundwood pulp, which is sufficient for 100 tons of newsprint that will be turned out by the new machine. The sulphite pulp will be shipped in until this mill has been completed. It is planned to add 100-ton units until the mill has a capacity of 500 tons or more of newsprint daily.

Power is being supplied by what was formerly a municipal hydro-electric plant at Kenora, and which has been brought to a point where it is capable of producing between 10,000 to 12,000 horse power. The Backus interests also control the water power at the Norman Dam, situated less than two miles from Kenora. Negotiations in regard to water levels on Lake of the Woods, which will have an important bearing on the power capacity of the Norman Dam, are proceeding between Canada and the United States. As soon as settlement is reached Mr. Backus proposes to construct the power. The combined output of the two plants, both located on the Winnipeg River, will be sufficient to operate pulp and paper mills with a capacity of about 400 tons daily.

Wigwam Silver Mines, Ltd., whose stock is mostly held in Montreal, are offering a further 300,000 shares at 30c. In Montreal over half this has already been sold.

DOES ADVANCE IN MARKET REFLECT BETTER BUSINESS?

Declaration Dividend Bonus of U. S. Steel Caused Material Rise

SIGNIFICANCE OBSCURE

Leaders Are Divided as to Whether New Bull Movement is Under Way or Manipulators Busy

The declaration of one-quarter of one per cent. extra dividend by the United States Steel was responsible for a bouyant market both in New York and on the Canadian exchanges during the past week. In New York the advance was most general, piling up an added market value of $103,324,000 for 20 leading industrials. In Canada the movement was not as strongly reflected, but it nevertheless brought about a big market improvement.

The question now puzzling most people is whether or not the bear movement which has developed under the stimulus of this little dividend, is a definite bear move based on a better business outlook, or is it a sustained exploitation, manipulated by the speculators moving new leaders to the front constantly and keeping past favorites well up.

There is a sharp division noticeable over these two points. The public certainly does not seem convinced that things are on the eve of a new bull movement. The mixed tendency of commodity prices is one reason advanced. Slumps in some sections are taken as indicative of trade hesitancy. On the other hand cotton prices are materially higher, yet the textile industry has not shown much enthusiasm. Finally it is claimed that the rush of shorts to cover was responsible for most of the advance.

On the other hand it is being contended that there is a real definite move back to the market. Bonds are being relegated to the back of the stage. Then the action of the U. S. Steel Corporation is accepted as a declaration of faith, a pronouncement by the greatest industry of the U. S. that it is not discouraged or frightened over the outlook. A considerable rally in the market is the least that many of the believers in the bear movement will concede for the future.

While many brokers are jumping into print with their opinion as to what the movement means, the larger houses are not quite so daring nor are they as sure of their ground. They are waiting for the market itself to tell them what the movement means. In this regard the Bache Review says:

"This week a sudden turn upwards was inaugurated by the announcement of an extra dividend on Steel common. It was in the nature of a signal, and seems to have been followed up by an expression, by strong interests, of a belief in the optimistic conditions relating to securities.

"It is too early to say what will become of this upward movement, but it has perhaps lasted long enough to make it look like the turn in the stock market trend—at least toward greater activity and out of dull, irregular, and more or less depressed day-to-day markets."

The Boston Commercial says:

"Although brokerage houses, surprised by the change in trend, are not outspoken in their belief that the end of the bear market was called by this development, they all affirm that it probably means a considerable rally at this point."

A review of the Canadian lists shows that the change at New York reflected in the 26 advances scored during the week as compared with 14 advanced. This however, involved less than half the common stocks that figure in the week's trading. Forty-eight showed no tendency to move either up or down. There seems to have been no favoritism shown in the Industrials and its varied allied groups. The Utilities and traction issues which have been off color for some time stood out, but the most important of them all was the spurt of the banks, seven of them stepping forward with gains, while only one recorded a fraction of a loss.

The figures:

Group	No. of Stks.	Gain	Loss	Unch.
Paper	10	0	2	8
Industrial . .	22	4	5	13
Traction . . .	6	4	2	0
Utilities . . .	11	5	. .	6
Specialities .	9	2	1	6
Steel	5	2	. .	3
Textiles . . .	8	1	2	5
Milling . . .	5	1	1	3
Banking . . .	12	7	1	4
	88	26	14	48

TORONTO.—The firmness of the banking shares and transactions in C.G.E. were the features of the week. Trading in the unlisted department has been extra heavy, the trade in mining and oil shares having steadily come to the front. Investment demand for Canada Cement and Bell Telephone were quite noticeable. Traction issues held firm for most of the period, but Brazilian weakened a little at the end.

MONTREAL.—It has been noticeable that with one or two exceptions (such as Montreal "Power") the bulk of the stock market trading lately has been in the very speculative issues. Gradually the investment stocks have been weakening until many of them are very close if not at the levels that should encourage buying by those who want good stocks for their strong boxes, rather than for trading purposes. But while buying of the speculative issues has been on an extensive scale, gains in the list have been very few. This seems to indicate that there are many disappointed shareholders in these companies who are ready to sell at every favorable turn in the market. Conversely there seems to be no desire on the part of the larger holders of the speculative issues to allow losses of too great extent. In short, the market in the trading stocks seems to be fairly well "pegged." This is a factor for uncertainty. The stock market seems to offer no attractions for early buying despite the seeming bargains that are available; this because there is no assurance that the bottom has been reached.

OTTAWA RIVER POWER PLANS MOVE AHEAD

Directors Chosen and Contract Let for Big Work—A. J. Nesbitt is President

From Our Own Correspondent.

MONTREAL.—Having successfully financed the change of control of the Ottawa and Hull Power Company, Nesbitt, Thomson and Company, and associated interests, are looking to the development of the company's subsidiary, the Ottawa River Power Company. This company controls a valuable power site at Bryson, fifty miles from Ottawa. Contracts have already been awarded for the development.

The preliminary tests have shown that this site is capable of a 60,000 horse power development. The first contract awarded to contractors calls for an installation which will result in 25,000 horse power being obtained. According to the plans, the plant is to be complete with the first unit installed by December 1st, 1924.

The board of directors of the new company will include J. B. Fraser, Ottawa; A. J. Nesbitt, Montreal; Hon. Geo. Bryson, Fort Coulonge; Rt. Hon. Sir Robert Borden; E. R. Bremner, of W. C. Edwards & Co., Ottawa; D. McLachlan, Arnprior; P. A. Thomson, Montreal; W. H. Dwyer, of W. H. Dwyer & Co., Ottawa; J. B. Woodyatt, Vice-President, Southern Canada Power Co., Montreal.

It is understood here that Mr. Nesbitt, who is president of the Ottawa and Hull Power Company, will also be president of the Ottawa River Power Company.

ST. REGIS PAPER TO BUILD IN CANADA

Big American Concern Has Extensive Plans For Development Here

From Our Own Correspondent.

MONTREAL.—As if reflecting the advance of the pulpwood embargo come the details of the plans of the St. Regis Paper Company, which has in mind the erection of an important pulp and paper enterprise in the province of Quebec to supplement its mills in Northern New York.

The Canadian Comstock Company has been awarded a contract by the St. Regis Paper Company for the Hydro-Electric development work at Godbout, Que., in connection with the wood preparing plant which the paper company has under construction at that point.

The St. Regis Company, whose president is F. L. Carlisle, is one of the widely known American paper companies, having mills at Deferiet, West Carthage, Herrings, Black River, St. Regis Falls and Santa Clara, N.Y.; the daily production of the plants being about 165 tons news and hanging paper, 35 tons container board, 25 tons wrapping paper, 175 ton groundwood and 85 tons unbleached sulphite.

This company realizes the necessity of becoming established in Canada and its present development work at Godbout is in connection with its programme of manufacturing on this side of the border from the limit it holds in this province. The company proposes to build, at a later date, a pulp and paper mill to round out its production programme.

Predicting Oil Boom Over Gusher in Essex

Southern Ontario Gas and Oil Co. have brought in a gusher in Romney Tp., Essex Co. The flow has settled down to 250 barrels daily. Now they are predicting an oil boom. Experts say, the fact that the well produced oil below the Trenton line, indicates that there are large quantities to be had. There is no doubt that the district is going to have an oil boom because of its proximity to Detroit and other large centres, they hold.

When the Shank well "came in" late on Oct. 31, oil was thrown fifty feet in the air, and continued to gush for several days.

NATURES POWER FOR INDUSTRY
for Industry
for the Home

Water Power —Vital to the Nation

No country has a brighter industrial future than Canada. Great as the development has been in the past it will become far greater as our natural resources are developed.

A plentiful supply of Water Power is one of our richest assets. It is one of the inducements that is bringing to this country industries, population and prosperity. As a natural consequence hydro-electric companies with their economy of operation have been uniformly successful.

Their securities are among the most stable and profitable types of investment. To quote only two instances: purchasers of Cedars Rapids issue in 1913 and the Southern Canada Power issue in 1918 have received fair yields on their investments, and in addition the market value of their securities have increased by 38% and 23% respectively.

Write for Booklet on Water Powers

NESBITT, THOMSON & COMPANY
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Montreal, Hamilton, London, Ont., Winnipeg.

THE RELATIONSHIP OF VARIOUS CLASSES ARE OUT OF LINE

(Continued from page 1)

much increased thereby. When the railroads were returned to their owners an effort was made to restore the piece-work system, upon a basis which would be advantageous to the best workers and encourage efficiency throughout the force. The New York Central put the piece-work sytsem into effect, complaint was made and the Railroad Labor Board ordered the company to restore the time system. The officials had reason to believe that a large portion of the men preferred to be paid by what they did, and in support of an appeal for a rehearing on the case, they have recently taken a vote by the shopmen. The result was 4,000 votes for the piece-work plan and 10,000 for the time basis, with about 5,000 not voting. The final decision of the Labor Board has not been given, but the effect of the vote is not reassuring. The basis of all just compensation is service; evidently somebody must create value against every wage that is paid, and wherever it is practicable to relate the compensation of each worker directly to the service performed the plan surely is the correct one. The explanation of the decision of the shopmen must be found in the class feeling that is so assiduously cultivated.

Announcement has been made in the last few days that the garment trades of the country, including about 150,000 workers, are about to demand a five-day, or forty-hour week. Of course this means with no reduction of weekly pay. They already have the 44-hour week, and it is probable that most of the people who wear the garments made by these workers, and who ultimately pay their wages, have lower pay than the garment workers are now receiving. These demands and the support that is given them by the public are prompted no doubt by a belief that the employers do the paying and that nobody else is affected.

An Example in Cotton

In the cotton goods industry after much agitation the wage-earners last spring obtained a wage advance which restored one-half of the reduction of 22½ per cent. which had been made from the highest wages of all time, those of 1920. This advance was forced in face of the fact that such staples in the cost of living as flour, meats and foodstuffs generally had fallen much below the level which had been the basis upon which the wages of 1920 were fixed. It is true that the cost of living to cotton-mill operatives has been increased by the high wages of garment workers, coal miners, railroad employees, the building trades, etc., but notwithstanding this, so great has been the decline in farm products that wage rates in the cotton mills are now higher in relation to the cost of living than in 1920. But that is not all of the story. Owing mainly to the ravages of the boll weevil but in part to these high operating costs in the mills, the prices of cotton goods have been forced so high that the demand for cloth has fallen off, and many of the mills are now running on part time. The largest producer of cotton goods in this country, the Amoskeag Company of Manchester, New Hampshire, has shut down its cotton goods department, and others are doing likewise, because they cannot sell the goods at present prices, and dare not manufacture for stock. The operatives are now losing by idleness more than the increase of wages demanded last spring, and their loss of purchasing power affects the demand for other goods and threatens the employment of other workers. This is the cumulative process by which depression spreads. Meanwhile people are going without clothing that they would like to buy.

Other examples might be given, but these will do to illustrate some of the unfavorable factors in the business situation of chief infleunce with those who look for declining business. Undoubtedly they are of such importance that they must be taken into account.

BRAZILIAN EARNINGS

During September both gross and net earnings of the Brazilian Traction Co. were lower as compared with the months of August and July, but as compared with September, 1922, a substantial increase is shown. Gross for the month at 21,168,000 milreis compare with 17,572,000 milreis for the same month in 1922, an increase of 3,596,000 milreis. Operating expenses increased from 5,988,000 to 8,489,000, and net at 12,679,000 milreis, increased by 1,095,000. The aggregate gross from Jan. 1 to Sept. 30, at 181,880,000 milreis, showed an increase of 37,970,000 compared with the corresponding period last year, while the aggregate net at 109,406,000 milreis, was higher by 19,443,000. Monthly comparisons of both gross and net follow:

	Gross (milreis)	Net (milreis)	Net-Inc. (milreis)
Jan., 1923	18,658,000	11,027,000	2,231,000
Feb. . . .	17,743,000	10,722,000	2,362,000
Mar. . . .	19,475,000	11,811,000	2,514,000
April . . .	19,727,000	11,646,000	1,986,000
May . . .	20,990,000	12,706,000	2,511,000
June . . .	20,870,000	12,809,000	2,362,000
July . . .	21,300,000	12,852,000	2,152,000
Aug. . . .	21,949,000	13,254,000	2,230,000
Sept. . . .	21,168,000	12,679,000	1,095,000

LOEWS, TORONTO

Loews Toronto theatres are experiencing an upturn in business. Operating revenue is now about the maximum.

DOMINION ALLOY STEEL

W. H. Kenny, president of the Sarnia Finance Corporation and of the T. Kenny & Co., of Sarnia, has been appointed to the board of the Dominion Alloy Steel Corporation.

P. Burns and Company, Limited

CALGARY, ALBERTA

Balance Sheet as at 30th June, 1923

Current Assets	$5,069,163.48	Current Liabilities	$1,169,591.73
Agreements of Sale Receivable	272,331.05	Mortgages and Agreements of Sale	22,032.62
Investments	828,541.23	Funded Debt	3,494,500.00
Fixed Assets	7,233,389.87	Reserves for Depreciation, etc.	2,141,988.58
Deferred Charges	522,587.63	Capital and Surplus . . .	7,097,900.33
	$13,926,013.26		$13,926,013.26

IT CAN'T BE DONE

An Owner can no more escape paying and paying liberally for delay on his building operation than he can escape paying additional interest on a note that is extended by his bank.

THOMPSON-STARRETT Company, Limited

Building Construction

UNLISTED STOCKS

Will Buy

25 Loew's Buffalo Pfd.
100 Loew's Buffalo Com.
50 Loew's Windsor Pfd.
50 Loew's London, com.
100 Loew's London Pfd.
10,000 Can. Assoc. Goldfields.

Will Sell

100 Cosgrave Brewery.
25 K. & S. Pfd.
50 K. & S. Com.
3,000 K. & S. 7% Bonds.
25,000 Can. Assoc. Goldfields.

Accurate quotations maintained on all Government, Municipal and Corporation Bonds.

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The issue is a First Mortgage on property and real estate valued at $1,799,000. This is equal to over seven times the amount of the issue. Earnings are at the rate of four times total interest charges. The security, therefore, is ample. In addition, the Principal, the Interest and the annual Sinking Fund are guaranteed. Payable in New York and Montreal.

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R. A. DALY & Co.
BANK OF TORONTO BUILDING
TORONTO

SOO DIVIDENDS

Soo directors may declare dividends payable last part of December. In order to maintain a 4 per cent. disbursement on both preferred and common stock for current year it will be necessary to order a distribution at that rate on both issues. It will be necessary to make these payments in order to maintain the standing of the company's bonds in the savings banks.

The regular monthly meeting will be held on November 12.

TRYING TO CREATE NUISANCE VALUE FOR G.T.R. STOCK

Shareholders Misinformed When Told to Hold Their Stock

Premier King and his colleagues in England are being harassed to a considerable extent by those who are demanding a compassionate allowance for the holders of G. T. R. stock. The campaign to create a nuisance value for the stock is evidently reaching its height during the visit of the premier.

It was recently stated that the premier had advised the holders of the stock to hang on; perhaps when the earnings of the road reached the point where dividends might be paid, the position of the stockholders might be taken up. In this connection, it is stated that this advice was given by Lord Askwith, chairman of the stockholders' committee, and he made an error in making such a statement. The stock is all in the hands of the government, and so the only consideration that the shareholders can receive is a compassionate allowance.

All influences possible are being brought into play to try and bring the Canadian government into line. An evidence of this is the following, taken from a notice sent to all shareholders by their committee:

"The committee have asked the board of trade to place before the Imperial economic conference the views of the stockholders regarding the loss of 37 million pounds of British capital invested in a railway built for political purposes, at the suggestion of the Canadian and Imperial governments—capital represented by stock valued by Ex-President Taft at 48,000,000 dollars. The board of trade have promised to give this request careful consideration, and each stockholder should write to his M. P. to urge the board of trade to take such action as will secure redress and protection for British subjects who invest capital in the Dominions."

QUEBEC TO REVISE COLONIZATION PLANS

Government Invites Business Men and Others to Talk Things Over

From Our Own Correspondent.

MONTREAL.—In the early days of December a provincial colonization conference will be held under the auspices of the Provincial Department of Colonization. This interesting development will bring together the business men, the clergy, the government officials, and many other interests to the end of formulating a better colonization policy for the province.

Similar conferences were held in 1898, 1908 and 1919, and were productive of good results. The present conference will hardly have to revive the colonization program of the government, for this has been, in the main, very successful, and has succeeded not only in repatriating many Quebecers, who had gone to the United States to live, but has also settled on the land a number of people from other countries.

The conference, though, is sure to have results in getting a wider understanding and more enthusiasm for the colonization work from the interests that go to make up the country's activities, and it will also attempt to solve the vexed problem of determining between timber lands and settlers' land. At the present time it is a grievance with many of the lumber and pulp and paper companies that the provincial government puts settlers in the midst of their timber limits. These settlers clear the land, and, according to the lumber men, immediately clear out and take on another tract of land. It is the opinion of the lumber men and pulp and paper men they are not bona fide settlers but rather wood-cutters for the big American pulp and paper mills. To this charge the department replies that it has 75 inspectors at work preventing any wide scale cutting of timber on settlers' lands, except to the degree required in clearing the land for agricultural purposes.

The conference will be under the auspices of the Hon. J. E. Perrault, Minister in charge of Colonization, and Premier L. A. Taschereau will also be a participant in the proceedings.

CANADA MAY GET IN ON JAP. ORDERS

Plan of Purchasing Will be Determined by Government This Week

From Our Own Correspondent.

MONTREAL.—Japanese purchases of goods for reconstruction will soon be very large. The bulk of the orders will go to the United States, but on lines where Canadians can compete in costs there is an excellent opportunity for the manufacturers and exporters of this country. Among goods that Canada can compete in are lumber and paper, which are largely used in Japanese building, electrical goods, steel and iron, cement and food stuffs.

The Japanese Government, as yet, has not definitely decided upon a plan for making either Government or miscellaneous purchases in connection with the rehabilitation of the earthquake area. The Capital Restoration Board is working out a plan at the present time, but its recommendations will have to be passed upon by the Diet, which is to convene about November 10. Until then nothing definite will be made public.

At first it was proposed to make all purchases through a centralized agency. Later developments, however, indicate that only materials that will be required in bulk during the rehabilitation program will be so handled, leaving the remainder of the buying to private individuals. As a matter of fact, purchases are being made in that manner at the present time. According to recent reports, the Japanese Government is contemplating the placing of large orders in the United States. Private concerns, on the other hand, have been trading in foreign markets in the usual way. In other words, Japanese firms buying abroad will probably follow the plan that is to their best interests. If they find that they can buy cheaper through Government agencies than they can by dealing direct with foreign exporters, they will certainly use that method, all other things being equal.

A good part of Japan's needs, however, such as material for rebuilding municipal buildings, street railways, paving, etc., will be bought on Government account, and, without question, will be purchased through the Restoration Board.

LOWER PROFITS FOR CAN. CONNECTICUT CO.

But Position of the Company Was Made More Liquid During Year

From Our Own Correspondent.

MONTREAL.—While profits of Canadian Connecticut Cottons for the year ended September 8, 1923, were smaller than in the previous fiscal year, the company improved its fiscal position considerably and after dividends to an amount of 8 per cent. on the preferred stock increased the profit and loss surplus by about $250,000. Comparative profit and loss figures for the two years follow:

"Prices for fabric during the past year have been very low, but a volume of business and careful operation made possible the profit shown on the profit and loss statement. Only the most necessary capital expenditures have been made during the past year, and on the other hand the physical condition of your property has been kept up and the plant is in excellent condition. Because, however, of the unsettlement in the industrial and financial world your company continues the policy of maintaining a strong financial position. Your management hesitates to make any prophecy as to the business of the coming year."

Working capital position was improved during the year, current assets standing at $2,193,629 at the end of the year, or 8½ times the current liabilities of $255,861.

The chairman of the board, Samuel J. Fuller, states that:

	1922	1923
Gross profits ...	$ 695,075	$1,648,106
Other income ..	75,616	25,081
	$ 770,691	$1,673,187
Exps., res., etc.	281,165	483,477
	$ 489,525	$1,189,709
Taxes	48,419	115,060
Net profit	$ 441,106	$1,074,649
Surplus fund and adjustments ..	1,061,562	x74,276
	$1,502,668	$1,000,382
Dividends	240,000	......
Surplus fund ..	$1,262,668	$1,000,382

x Deficit.

NEW C. P. R. LINES

During the month of November 85 miles of new lines of the Canadian Pacific Railway will be turned over to the operating department for the handling of traffic.

UNLISTED SECURITIES

	Bid	Ask
Alta. Pac. Grain 7% pfd.	88	91
Do., com	100	105
British American Assur. ..	6.00	7.00
Can. Assoc. Goldfields	8	11
Canada Mortgage	65	..
Can. Westinghouse 8% c. .	131½	..
Continental Life	108	..
Commercial Finance pfd. 25% bonus com.	60	68
Canada Machinery, pfd. ..	..	37
Canadian Marconi Wireless	1.35	1.60
Cockshutt Plow 7% pfd. ..	45	47
Canadian Oil Co., pfd. ..	90	95
Do., com.	39..	43
Collingwood shpbld. com.	55	65
Cosgrave Breweries	5	5½
Dom. Power & Trans., pfd.	95	..
Do., com.	38	42
Dunlop Tire 7% pfd.	83	86
Durant Motors of Canada	5½	6½
Dominion Mfg. pf.	58	..
Dominion Linens, pfd.	50	60
Do., com.	5	..
Dom. Sewer Pipe, com. ..	24	30
English Electric ,pfd.	45	50
Do., com	5	10
Excelsior Life	31½	..
Farmers Dairy	51	..
Famous Players, 7% pf., 50% com.	58	62
Gunns, Limited, 6% pfd. ..	24	26
Great West Life	220	..
Imperial Tobacco, com. ..	5½	6½
Inter Milling Co. pfd.	..	96
K. & S. Tire, 7% pfd.	25	30
La Paz Oil	..	25c
Lambton Golf Club	425	475
Loew's Toronto, pfd.	60	63
Do., com.	31	34
Loew's London, pfd.	5.00	6.00
Do., com.	1.50	2.25
Loew's Buffalo, pfd.	55	58
Do., com.	1.00	1.50
London Loan & Savings ..	46	51
Manufacturers' Life 20% p.	50	56
N. Mexico Pwr. & Dev., c.	9	12
National Brick, pfd.	50	53
Do., com.	12½	15
National Life $25 paid ..	50.25	..
N. Can. Pwr. com.	42	49
Ont. Equit. Life (25+$10 paid)	17	25
Peoples Loan & Sav. Co.	..	63
Pantages, Hamilton 7% pf.	33	..
Do., com.	1	2
Robertson P. L. Co.	15	25
Rolph Clark Stone, com. ..	15	..
Simpson, Robt. 6% pfd. ..	88	91
Sovereign Life	18	..
Sun Life Assurance	140	
Trust & Guarantee	73	76
Tiger Tire (1 pfd., 2 com.)	..	20
Western Grocers, 7% pfd..	..	35
Western Assurance	6¾	7⅛
Hayden Gold Mines	20	40
Loew's Ottawa, com.	..	75
Mikado Cons. Mines	02	05
Southern Can. Pwr., com. ..	48	49
Sterling Bank	87	91
Can. Machinery com.	7	9
Loblaw Groceteria, 2nd. pfd.	..	150
Toronto Finance, pfd.	4	6
Do., com.	1½	2½

NATIONAL'S U.S.A. LINES ARE SOURCE OF BIG SURPLUS

Deficit on Canadian Operations Offset by Profits Across Line

From Our Own Correspondent.

MONTREAL.—American lines of the Canadian National Railways have been responsible to a large extent for the operating surplus of the Canadian National Railways this year. The Canadian lines are still being operated at a loss, but the American lines have piled up a tidy operating surplus of over $6,000,000 to the end of August. These American lines include the Grand Trunk Western, the Central Vermont and the Duluth, Winnipeg and Pacific.

Operating revenues of the Canadian lines of the Canadian National totalled $133,902,914 for eight months, and operating expenses $134,954,301, leaving an operating deficit of $1,051,387. Even so, this was much better than in 1922 when the operating deficit was $4,689,139 on these lines. The American lines of the C. N. R. had operating revenues of $25,846,902 in the eight months' period, and operating expenses of $19,783,669, leaving an operating surplus of $6,063,233. The net operating surplus for the period was, therefore, $5,011,845.

C. P. R.'s Big Surplus

In the same period, the Canadian Pacific Railway had operating revenues of $112,938,968, and operating expenses of $99,602,503, leaving net operating revenue of $13,336,465, which was less than the figure for the same period in 1922 of $14,861,921.

Analysis of the figures for the period indicates how the C. P. R. can pile up such a good surplus on revenues so much smaller than those of the government lines. Operating revenues per mile for the C. N. R. were $29.35 in August, and for the C. P. R. $38.77. Operating expenses were $27.46 per mile, and $31,37 respectively.

Pay Rolls are High

The pay roll totalled 65.6 per cent. of total revenues in the case of the C. N. R., and only 50.8 per cent. in the case of the C. P. R. Both lines showed increases in the number of employees, and increases over 1922 in the ratio of pay roll to revenue.

The operating expense ratio of the C. N. R. was 93.64 per cent. in August, as compared with 97.2 per cent. in the previous year, a very considerable improvement. In the case of the C. P. R., the 1923 figure was 80.91 per cent., a small improvement from the 1922 ratio of 81.97 per cent.

Both freight and passenger traffic on Canadian lines showed a revival in August, the traffic being better than in July, and better than in August, 1922. Car loading also showed an increase.

Ten Months' Earnings

The gross earnings of the Canadian National Railways for the week ending October 31, 1923, were $8,967,537 being an increase of $1,138,223, or 15 per cent., as compared with the corresponding week of 1922.

The gross earnings of the Canadian National Railways from January 1 to October 31, 1923, have been $207,950,221.87, being an increase of $18,583,566.83, as compared with the corresponding period of 1922.

PARMAC MINES ORGANIZED

A syndicate composed of Prof. Ralph H. McKee, head of the chemical engineering department of Columbia University and associates, New York; Morris Manheimer, New York; J. A. McCausland, M.P.P. for S. W. Toronto; Lorsch & Co., Toronto; Oke & Co., Toronto; A. M. Bilsky and associates of Montreal is organizing the Parmac-Porcupine Mines, Ltd., with a capital of $3,000,000. The property, which is just east of the producing section of Porcupine, will be opened and surface work and diamond drilling undertaken.

STOCK MOVEMENTS OF THE WEEK

Week Ending Nov. 6

	Div. Rate	High	Low	Close	Close Oct. 30	Sales
Banks—						
Commerce	12	187	185	186½	186	136
Dominion	12	185	185	185	185	107
Hamilton	12	183	182	183	180	69
Hochelaga	10	145	145	145	144	9
Imperial	12+1	180	171	175½	169	144
Molsons	12	156½	156	156	156	55
Montreal	12	229½	225½	229½	231	191
Nova Scotia	16	253	251	253	253	46
Royal	12	216¾	215	216	215	134
Standard	12	165½	165	165½	165	48
Toronto	12	175½	174¾	178⅞	174¾	140
Union	8	109	107	109	107½	91
Industrials, Utilities, Etc.—						
Abitibi, com.	4	60½	59	59	59¾	1500
Amer. Salesbook, pref.	7	90	90	90	89	48
Asbestos Corp., com.	4	43½	39½	39½	43½	260
Do., pref.	6	70¼	68	68	70¼	88
Atlantic Sugar, com.	—	15¾	15¾	15¾	16¼	110
Barcelona Traction	—	18	17	18	15¾	1070
Bell Telephone	8	123½	122½	123¼	123	737
Bird & Son, pref.	7	90	90	90	90	10
Brazilian Traction	4	40¼	39⅜	40	40¾	1128
B. E. Steel, com.	—	4¾	4¼	4¼	5	100
Do., 1st pref.	7	57	56	57	57	271
Do., 2nd pref.	—	15	14	14¼	14½	1072
Brompton Pulp	—	40¼	38⅝	39¾	38¼	1115
Burt, F. N., com.	10	129½	129	129½	129	82
Do., pref.	7	129	128½	128½	125½	20
Canada Bread, com.	—	61½	61	61½	61	98
Do., pref.	7	94½	94	94½	94½	29
Can. Car & Foundry, com. ..	—	23½	21	23½	21	55
Do., pref.	3½	74⅛	68⅝	74	67¾	928
Canada Cement, com.	6	88¼	85¼	86½	85	1294
Do., pref.	7	104½	102¼	104½	104	102
Canada Steamships, com. ..	—	11½	11	11	11	125
Do., pref.	—	46¼	44½	45½	44¼	285
Can. Converters	7	87¼	82	87¼	82	92
Can. Cottons, com.	8	105	104	104	103	85
Do., pref.	6	88⅛	88	88	88	7
Can. Conn. Cotton, pref. ..	8	83	82½	82½	83½	57
Can. General Electric, com. ..	6	112	108½	112	109¼	3336
Can. Locomotive, pref.	7	88	88	88	88	50
Can. Pacific Railway	10	149½	147	149	147¼	164
Canadian Salt	8	112	112	112	112½	25
City Dairy, com.	10	155	153	153	155	90
Do., pref.	7	104	104	104	105	5
Consumers Gas	10	160	160	160	160	67
Detroit United Rly.	6	68	67½	67½	68	205
Dominion Bridge	4	60	59	60	60	172
Dom. Canners, com.	—	24½	24½	24½	25	100
Dominion Glass, com.	7	98	93¾	98	93½	435
Do., pref.	7	105½	104½	105½	104	50
Dominion Coal, pref.	7	81½	81	81	81	32
Dominion Telegraph	6	43	43	43	42	10
Dom. Textile, com.	4	64	63	63	63¾	560
Duluth Superior	—	39	37	37½	37	80
Goodyear Tire, pref.	7	80	75½	77½	76½	178
Illinois Traction, com.	50c	58	57¾	57¾	60	140
Do., pref.	6	89½	89½	89½	88½	5
Lake of Woods Milling, com. ..	12	169	168½	168½	168½	12
Laurentide Paper	6	91	90	91	89	546
Lyall Construction	—	11	10	11	19	175
Mackay, com.	7	111	110	110¾	111	267
Do., pref.	4	67½	66¾	66¾	67	147
Maple Leaf Milling, com. ..	—	60	59⅞	60	60	25
Do., pref.	7	83¾	82	82	83½	20
Montreal Light, Heat, Cons. ..	6	129⅛	128	128½	129¼	1729
Montreal Tramways	10	148¾	148½	148¾	145	70
National Breweries, com. ..	4	55¼	52⅞	54¾	52	6381
Do., pref.	7	96	95½	95½	95½	290
Ogilvie Flour, com.	12+10	300	300	300	300	25
Do., pref.	7	117	117	117	117	6
Ottawa Light, Heat	6	81½	81	81½	81	27
Pacific Burt., pref.	7	99	98	99	98	44
Penmans, com.	8	147	147	147	147	5
Do., pref.	6	98½	98½	98½	98	5
Port Hope Sanitary, com. ..	—	47	47	47	50	20
Price Bros.	2	41	40	40	40¼	360
Provincial Paper, pref.	7	95	95	95	94	5
Quebec Power, com.	—	64	64	64	64	30
Do., pref.	7	91	90½	90½	90⅜	17
Russell Motor, pref.	7	48	48	48	51½	17
Shawinigan Water & Pr.	7	119	117¾	119	117¾	364
Sherwin Williams, pref.	7	101	101	101	101	90
Spanish River Pulp, com. ..	7	88	86	87	86	650
Do., pref.	7	99¼	98½	99¼	97	466
Smith, Howard, Paper, com. ..	6	65	62½	65	65	402
Do., pref.	8	98¾	97½	98½	98¾	16
Steel of Canada, com.	7	71½	66	70	65¾	1479
Do., pref.	7	99¼	98	98	99	414
St. Lawrence Flour, com. ..	6	62	60	62	59	192
Sterling Coal	4	44	44	44	45	25
St. Maurice Paper	6	102	101	101½	102	60
Toronto Railway	—	80	79½	79½	80	524
Tuckett Tobacco, pref.	7	88	88	88	89	10
Twin City, com.	6	66	65	65¼	64¼	295
Wabasso Cotton	4	69	69	69	69	40
Wayagamack	—	33	33	33	32	195
Winnipeg Electric, com. ..	—	30	29½	30	29	425
Do., pref.	7	84¼	84	84¼	83½	65
Woods Manufacturing, pref. ..	7	61	61	61	60	4
Can. Landed	10	85	81	83	77¼	110
Can. Permanent	12	184	183	184	183½	5
Col. Investment	6	7	7	7	7	2
Huron & Erie	7	121⅛	121⅛	121⅛	121	25
National Trust	12	208	207	208	207	5
Toronto Gen. Trusts	12	205	205	205	205	8
Union Trust	7	96	96	96	98	45

IMPORTS AND EXPORTS

The Canadian Bank of Commerce index number for the price of imports rose slightly from 163.59 in mid-September to 163.81 in mid-October, owing to increases in the prices of corn, sugar, cotton, wool, leather and linseed oil, which offset a general decline in the metal market. Our number for exports fell slightly from 153.29 to 152.07; wheat, cattle, hogs, flour, potatoes, copper and silver registering lower prices, and salmon and woodpulp higher prices. The number for imports and exports combined stood at 157.94, as against 158.44, thus continuing the gradual decline in the general level of prices which has been in evidence for some months.

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BRIGHT OUTLOOK FOR GOLD IN THE PAS MINING BELT

Good Report on Condition in Field, by Dr. R. C. Wallace

WINNIPEG.—In the mineral belt from Athapapuskow to Herb Lake—the Pas mineral belt—as a whole there has been a comparatively quiet period since the operations of last summer, according to a report by Dr. R. C. Wallace, mining geologist. The most important progress has been made at Herb Lake, where the Bingo interests are pursuing a programme of underground development with very satisfactory results. Further work at Herb Lake, both in gold and silver-lead; very promising development work at Elbow Lake, and further operations in diamond drilling and intensive prospecting by the Flin-Flon interests with some other work in the copper belt, contitute the major operations of the season. Although the work done has been somewhat limited, in several areas it calls for special attention, owing to its significance for mining interests who are keeping in close touch with developments in this field.

The operations in this district may be grouped under three headings: (1) copper, (2) gold, and (3) silver-lead. In a general way, this represents also the order of mineralization from west to east in the belt.

Both at Herb Lake and Elbow Lake the outlook is decidedly encouraging for the development of gold properties. The underground results on the Bingo at Herb Lake, and the surface discoveries on the Murray and Garbutt properties at Elbow Lake, will attract the attention of responsible mining companies to both districts. With renewed activity, it is hoped that owners will feel their responsibility in prospecting their properties, and seeing to it that the assessment work is done to good advantage to themselves and the whole district.

The world copper situation has affected progress in the copper area but there are good indications that underground prospecting will continue, particularly in the northeast arm of Athapapuskow Lake. To judge from surface showings, the chances for ore bodies being discovered in that area are good.

Work is proceeding rapidly to determine whether the galena-silver occurrences in the sediments on the Little Herb River are sufficiently extensive to grade as an ore body. Much work will yet be required before the extent of the mineralization in a heavily clay-covered country can be fully estimated.

Canada Should Grow Wider List of Products

From Our Own Correspondent.

MONTREAL.—That the Dominion government should carry out experimental work in connection with products now imported by Canada was the contention of F. W. Molson, president of Molsons Bank, made in his annual address. Corn was instanced as a crop now largely imported from the United States, but that could be grown in the West. Good results had followed the governmental work in connection with tobacco.

Mr. Molson reviewed the business situation and stated: "It is somewhat early yet for Canada to feel the effect of a bounteous harvest, and business in many lines of trade continues dull."

NATIONAL CEMENT COMPANY'S ISSUE BEING CRITICIZED

Promoters Get Too Much of Stock, is the Contention

CAPITAL EXPENSIVE

Promoter of Company Has a Friend in Boston, Who Tells Him What's Going On

From Our Own Correspondent.

MONTREAL.—Plans are under way for the further financing in Canada of the National Cement Company in which the money of a large number of Massachusetts investors has already been interested. This company is constructing a cement plant in the town of Montreal, East. Present plans call for the immediate issuance of $1,200,000 of 7 per cent., first mortgage serial bonds, which will probably be offered at par, with a bonus of 10 per cent. in common stock. The bonds will be due serially to 1938. Ranking behind the bonds will be $1,500,000 of 8 per cent. preferred shares, and $2,500,000 of common shares.

Few propositions have been subjected to such keen criticism as this one. In Montreal, there has been a battle between the Canada Cement Company and the National Cement Company on the question of tramways service for the National Company. In Massachusetts, where the stock was sold, serious opposition to the company's plans developed.

Promoters Get a Lot

The chief basis of criticism is on the ground that the promoters, and those who are selling the stock and bonds, are the only ones who are certain of making a profit. Analysis of information available concerning the promotion of the company indicates that the cost of raising the capital is decidedly more expensive than in many new propositions, and the expense of financing is likely to prove a serious handicap to the company's operations.

The common stock went for various purposes in connection with the promotion of the company and brought no capital to the company. Of the preferred stock, $317,200 was given in exchange for the land on which the plant is being built, although the land is declared to be assessed at under $35,000. The preferred stock that was sold brought but $75 a share to the company, it is understood, and the bonds that have been underwritten were purchased by the underwriters at $80. This means that securities to a total par value of $4,700,000 will have been issued, and the company will have in exchange a piece of land assessed at about $35,000, and cash available for expenses and construction of about $1,800,000, which cement men declare to be totally inadequate for the construction of a proper 900,000-barrel mill, such as is forecast in National Cement's literature.

When the company tried to get a tramways extension to its properties in Montreal, East, the Tramways Company required the town to guarantee the charges on the extension. The town passed the necessary by-law, but an injunction against its enforcement was immediately taken by a tax-payer in the town. This taxpayer was an employee of the Canada Cement Company, which claims to pay about 52 per cent. of the taxes in the town. The injunction was not granted, but legal proceedings are now pending to have the town's action declared invalid. The mayor of Montreal, East, is Joseph Versailles who is a director, and, perhaps, the chief promoter of the National Cement Company.

An offering of the preferred stock was made in Massachusetts by the New England Building Development Corporation. Massachusetts has a blue sky law, and all issues of securities must be approved by the Massachusetts Public Utilities Commission. The Massachusetts board evidently found the information the National Cement Company filed to be thoroughly satisfactory. In a letter to THE FINANCIAL POST, Myer C. Israel, special counsel for the commission, writes: "I have become all the more thoroughly satisfied that the sale of the securities of this company in this Commonwealth or elsewhere is not fraudulent, and is not likely to result in fraud, at least, insofar as our Act is concerned."

A Boost for the Company

Mr. Israel went further and lauded the company. He said: "It would seem to me that because there is a monopoly of cement in Canada enjoyed by the Canada Cement Company is no reason why some other company should not get in and compete with the Canada Cement Company, with the purpose of lowering the cost of cement to the people in Canada."

These statements are interesting but the latter paragraph indicates that the special counsel for the commission went out of his way to give National Cement Company a little boost. His action is illuminating, in view of a little incident that happened shortly after the receipt of this letter by THE FINANCIAL POST.

Your correspondent called at the office of Joseph Versailles, the promoter of the National Cement Company, and was there shown copies of the correspondence between this paper and the Massachusetts Public Utilities Commission. This seems to indicate a closer working arrangement between National Cement and someone in the state buildings at Boston than might be considered justifiable when the need of an independent stand on the part of any blue sky's act administrators is considered.

The bond issue will be offered shortly, but in view of the widespread criticism that has dogged the company's footsteps, is hardly likely to be hurriedly snapped up by investors.

Drastic Step to Save Fur Industry of B.C.

British Columbia's game conservation board will likely recommend a 5-year closed season for all fur-bearing animals in that province.

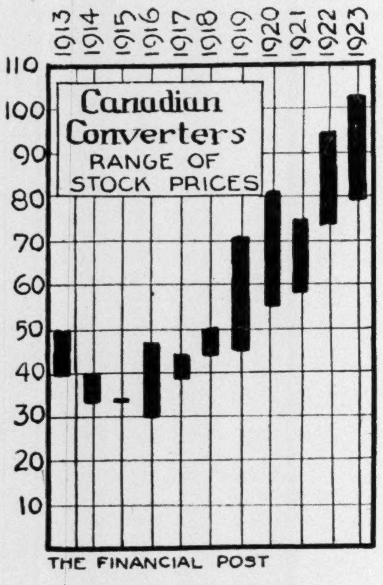
The game board has been getting the views of trappers and traders, and they are agreed that the fur-bearing animals of B. C. are being seriously depleted, and that unless drastic measures are taken they will face extinction. They appeared ready to agree to a five-year closed season to give the animals a chance to recover and put the fur industry on its feet. Marten in many districts are seriously depleted and, in some places where trappers were accustomed to get from fifty to a hundred pelts during a season, they get about half a dozen now.

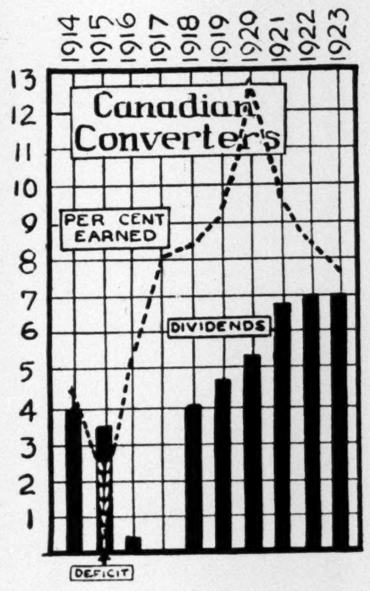
Canadian Converters Sales Larger; Stock Now Yields Nearly 9%

Largest Firm in the Business of Manufacturing Goods From Cotton Textiles—Substantial Equity Has Been Built Into Stocks

From Our Own Correspondent

MONTREAL.—Canadian Converters has been enjoying a year of increased business. Approximately six months of the fiscal year has passed and the total sales in both the lines of men's clothing and women's clothing are above the sales for the previous period for a company in the business of Canadian Converters that finds its best profits come from a very large volume of business, even though individual items are marketed at a very small margin of profit. It is too early yet to forecast whether profits will be any better than last year.





INCOME ACCOUNT, YEARS ENDED APRIL 30

	Profits of Sub. Cos.	Other Income	Bond Interest	Deprec'n Reserve	Res. for BadDebts	Res. for WarTax	Dividends	Surplus for Year
1916	$140,223	$	$23,940	$17,500	$ 9,621	$	$	$ 89,162
1917	204,005	......	23,940	27,000	13,652	......	17,335	122,078
1918	217,316	573	23,940	27,000	21,500	......	69,340	76,109
1919	254,575	2,575	23,940	27,000	30,000	......	86,675	89,709
1920	320,657	9,166	23,940	27,000	5,000	51,887	95,343	126,653
1921	314,853	12,604	23,940	57,000	.....	75,000	121,345	50,172
1922	178,424	23,514	23,940	32,000	.....	......	121,345	24,653
1923	178,550	23,750	23,940	Inc. under tax		46,551	121,345	10,464

The company has found a very profitable line in the Van Heusen collar, for which it holds exclusive rights in Canada, the West Indies and Newfoundland. Besides widening the sales of this collar in Canada the company has developed a small export trade with the West Indies and Newfoundland that adds a certain amount to the company's profits.

In the ultimate analysis, Canadian Converters depends upon the state of retail trade throughout Canada. The improved prospects in this regard, especially in Western Canada, augur well for the present year's business.

Leads in its Field

Canadian Converters is probably the largest firm of its kind in Canada. It is not in the business of manufacturing textiles, but buys its textiles from other mills and turns the raw material into products that are sold throughout the retail stores. Thus there are manufactured shirts and soft collars for men, dresses and aprons for women, various lines of underwear, such as light weight atheletic underwear for men, and many other similar lines.

The company is the result of the amalgamation of several interests. The companies that were taken over were the Standard Shirt Manufacturing Company, the John P. Black Company, and two others. The two smaller companies have since been liquidated and the two above-mentioned continue in business under their own name, although owned by Canadian Converters. All of the plants are located in the city of Montreal. The incorporation took place in 1906 and in the nearly eighteen years that have elapsed the company has been able to build a substantial equity into its shares. Earnings have gone back into the company, as the chart showing the relation between earnings on the stock and the dividends paid will indicate. And it must be remembered that earnings have only been calculated after substantial depreciation. The bond issue outstanding since 1906 has been reduced to $399,000 and matures in 1926.

Has Substantial Investments

The company owns Victory bonds and similar securities to an amount greater than the outstanding funded indebtedness.

A record of profits for a number of years past and disbursements from these earnings is shown in an adjoining tabulation.

During the present year the stock has sold as high as 103. This was in the spring, at a time when most of the textile stocks were booming and when discussions of a merger of Canadian Converters with other units in the textile industry were in the air. Advance statements of the company's profits had also been more attractive than the subsequent statement showed them to be. Since then the stock has reacted to its present level of around 80 where the 7 per cent. dividend makes the yield over 8¾ per cent. This price is indeed attractive, and the record of Canadian Converters and the company's position in its field makes the shares an excellent investment of the type that is tinged with speculation.

This is a point of some importance

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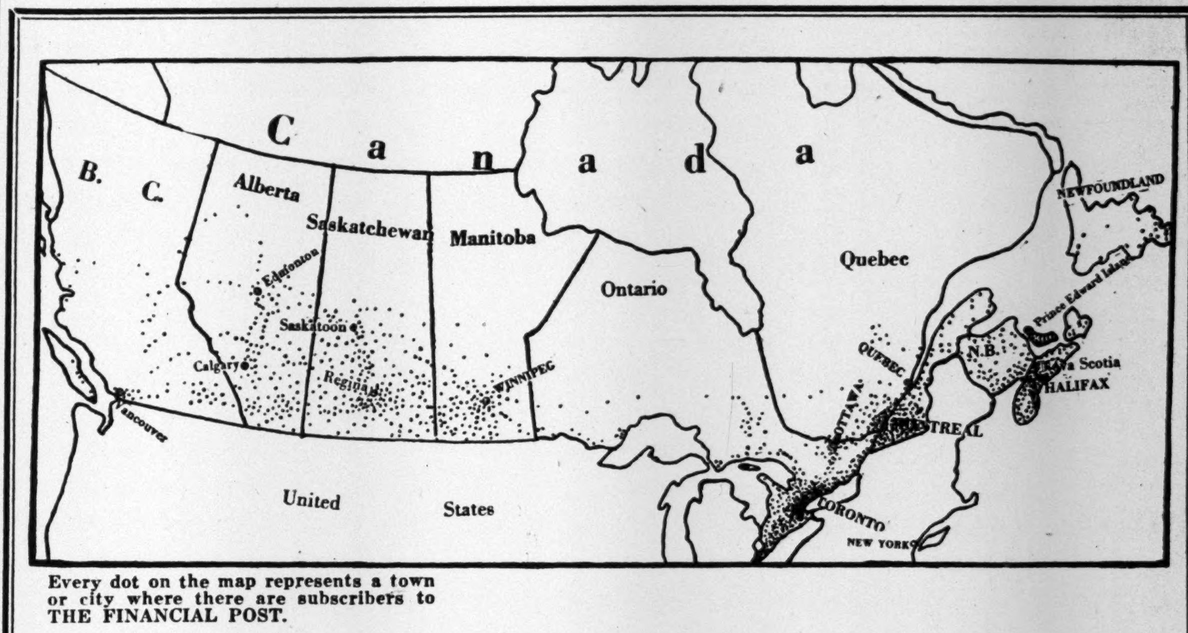

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STREET RAILWAYS DID MUCH BETTER DURING YEAR 1922

But Even So Only Few Paid Any Dividends at All

TAXATION HIGH

Privately-Owned Lines Contributed Heavily to Public Exchequers

From Our Own Correspondent.

MONTREAL.—Of the 65 electric railways operated in Canada in 1922 only 10 paid dividends. Of the 65 railways, 21 are publicly owned or operated, either by the Canadian National Railways, the municipalities, or the provinces. The remaining 44 are in private hands. Thus, less than 25 per cent. of the lines under private ownership paid dividends.

This was a much better showing though than in any of the past few years. After payment of all charges including taxes, dividends, bond interest and reserves the 65 electric railways had a surplus of $89,557, as against deficits of close to $2,500,000 in each of the previous two years.

Roads on Dividend Basis

The roads that paid dividends in 1922 and the amount paid by each were as follows:

British Columbia	$1,336,723
Montreal Tramways	498,129
Ottawa	281,580
Winnipeg	210,000
Moncton Tramways	95,659
New Brunswick Power	87,500
Cape Breton Electric	18,840
London Street	15,937
Cornwall Street	6,000
Oshawa	4,200

Possibly one reason that the privately-owned lines found it difficult to pay dividends is the high taxation they pay. Taxation of the electric railways in 1922 amounted to $1,730,719, or about two-thirds as much as was paid out in dividends, which latter figure amounted to $2,554,568.

There were fourteen lines that failed to earn even operating expenses during the year.

Figures for Each Line

The electric railways of Canada the amount of the investment in road and equipment of each, and the net income for 1922 are shown here:

	Investment in Road and Equip.	Total Inc. from Operation
Brandon Municipal	$ 444,604	—9,832
Brantford and Hamilton	1,449,858	59,190
Brantford Municipal	603,468	29,305
British Columbia	18,636,122	2,715,475
Calais Street	200,546	5,277
Calgary Municipal	2,765,846	284,327
Canadian Resources Co.	14,842	—950
Cape Breton Electric Co.	2,203,549	141,731
Chatham, Wallaceburg	1,658,696	2,203
Cornwall Street Rly.	277,078	23,844
Edmonton Radial	3,157,493	256,216
Fort William Street	998,165	95,555
Grand River	2,307,313	57,609
Guelph Radial	411,939	1,457
Hamilton and Dundas	223,419	—21,333
Hamilton, Grimsby	499,148	—9,089
Hamilton Radial	869,343	—22,359
Hamilton Street	2,403,129	168,780
Hull Electric Co.	1,725,088	118,621
International Transit Co.	545,675	55,162
Kitchener and Waterloo	316,672	30,313
Kingston, Portsmouth	......	2,944
Lake Erie & Northern	4,363,027	61,880
Lethbridge Municipal	356,027	—5,018
Levis County	845,784	16,443
London & Port Stanley	1,587,173	124,400
London Street	1,547,400	99,597
Moncton Tramways	132,926	368,164
Montreal Tramways	43,879,154	5,074,229
Montreal and Southern	1,641,405	75,290
Moose Jaw	859,447	9,177
Nelson Municipal	81,000	—1,354
New Brunswick Pwr Co.	2,565,111	310,931
Niagara Falls Park	1,617,921	
Niagara, St. Catharines	......	23,900
Niagara, Welland	121,916	162,083
Nipissing Central	370,375	2,481
Nova Scotia Tramways	5,476,454	4,805
Oshawa	391,431	431,794
Ottawa	3,823,106	171,823
Peterborough Radial	385,754	514,481
Pictou County	1,136,533	—11,238
Port Arthur Civic	......	157,886
Quebec (Citadel Div.)	2,013,228	58,464
Quebec (Mont'ency Div.)	3,175,601	179,650
Regina Municipal	1,801,887	65,158
Saskatoon Municipal	918,050	84,820
Sandwich, Windsor	2,720,777	68,106
Sarnia Street	261,182	146,852
Schomberg and Aurora	1,311	9,883
Shawinigan Falls	554,105	—6,097
Sherbrooke Ry.	994,531	33,470
St. Thomas Municipal	78,950	65,678
Suburban Rapid Transit	807,380	—8,352
Sudbury Copper Cliff	321,428	68,559
Sydney and Glace Bay	987,716	5,791
Three Rivers Traction	881,341	42,905
Toronto Transportation	35,100,538	3,275,779
Toronto Suburban	4,738,837	20,429
Toronto and York Radial	2,726,715	153,597
Waterloo-Wellington Rly.	75,410	553
Windsor, Essex Lake Sh.	1,779,601	49,742
Winnipeg	1,586,669	1,842,086
Winnipeg, Selkirk	11,276,468	92,713
Woodstock Thames Val'y	......	3,076
Yarmouth Light	823,761	40,068
Total	186,519,452	17,869,149

*Inc. in C.N.R. figures.

Some Reduction in Loan Company Deposits

Deposits of the loan companies at the end of September, totalling $36,751,562, showed a decline of slightly over $1,000,000, as compared with three months before, according to the report of the registrar of loan companies. Undoubtedly the developments in banking circles cannot be entirely dismissed in considering this change. The percentage of cash, securities, and loans, to deposits, is slightly lower at 44.96 per cent. Principal items compare as follows:

	Sept. 1923	Previous Quarter
Total deposits	$36,737,562	$37,779,149
Cash	3,468,373	4,516,073
Gov. bonds	8,199,036	10,088,046
Municipal debs.	4,037,186	4,167,088
Demand loans	816,392	1,177,521
Cash, sec. & loans	16,518,005	19,948,730
Per cent. of cash etc., to deposits	44.96	52.80

LABOR SHORTAGE IN WOODS

OTTAWA.—A serious shortage of woods labor, which is said by lumbermen to be the worst in many years, exists in the Ottawa Valley, where, it is estimated, between eight and ten thousand more men are required fully to man the camps of the lumbering and pulpwood companies. Only about one-third of the number of lumberjacks required have been engaged, and in some instances there have not been enough men to build the camps.

Expanding Assets of The Trust Companies

The total of guaranteed funds, comprising trust deposits, specific guaranteed investments and general guaranteed investments, of trust companies operating in Ontario, totalled $38,649,007 at the end of September, as compared with $38,296,325 at the end of the previous quarter, according to the report of Registrar Gray. At the end of September, 1922, the total was $34,351,026. Principal items from the two last reports compare as follows:

	Sept. 1923	Previous Quarter
Trust deposits	$ 9,112,441	$ 9,089,652
Spec. guar. inv.	16,867,768	17,911,761
Gen. guar. inv.	12,668,797	11,294,910
Total funds	38,649,007	38,296,325
Cash	1,773,660	1,910,675
Can. bonds & sec.	3,492,154	2,726,332
U. K. bonds	60,210	57,939
Municipal debs.	3,597,356	3,341,958
Sch. & tel. debs.	683,856	1,382,339
Mortgages	26,045,075	24,991,836
Demand loans	1,489,909	2,292,678
Sec. not author. as trustee inv.	1,525,033	1,610,234
Total invest.	38,667,256	38,313,994

Pulp and Paper Securities

EMBARGO WOULD BUILD UP PAPER INDUSTRY HERE

Commission Hears Strong Arguments for the Measure

From Our Own Correspondent.

OTTAWA.—The feature of the Pulp Wood Commission's hearing here was the reading of a statement in favor of an embargo by Secretary Beck of the Canadian Pulp and Paper Association. It was by far the ablest and most comprehensive statement of the case that has yet been heard by the commission. The statement set out to establish three points:

"1st. That the rate of forest depletion is now dangerously high, in the sense of involving imminent and certain peril or a grave handicap to the Canadian pulp and paper industry and a marked increase of advantages to its competitors, not in a hundred years from now, not in fifty years from now, but in ten or fifteen years or even less.

"2nd. That the rate of depletion cannot effectively be reduced by any action that can economically be taken by the lessees of the Canadian pulpwood lands, or even by the private owners who possess in fee simple some small portion of the total amount of these lands. From this it follows without further argument that the stoppage of depletion must originate in government action, by the provincial or federal authorities or by both. This does not necessarily mean that the whole management of the conservation process must be entrusted to government officials or politicians.

3rd. That certain forms of actions by both classes of government authority, which in the Association's opinion are calculated to achieve the desired results, are perfectly within the power of the respective governments, involve no hardship to any Canadian interest, and will work no injustice to any interest whatever.

Consumption and Destruction

"The total annual cut of pulpwood in Canada has not hitherto greatly exceeded 4,000,000 cords, but the present greatly increased rate of export of unmanufactured pulpwood to the United States, together wtih the coming into action of several new mills in Canada, indicates that a cut of 5,000,000 cords will henceforth be a minimum figure so long as the accessible woodlands of this country continue to afford such a crop."

After referring to the loss by fire and insects, and to the cost and inadequacy of reforestation, also to the impetus imparted to the industry through the embargo placed on exports of pulp wood imposed by the provinces, the statement proceeds:

"Similar restrictions placed on wood cut from private lands, it is logical to suppose, would stimulate still further the development of the industry and thereby prove of the utmost economical advantage to Canada. To the extent that this industrial expansion resulted in increased consumption of pulpwood, such a measure could perhaps not be properly classed as assisting conservation, but it would take a considerable number of years of even the most rapid expansion conceivable to overtake the inroads at present being made into our supplies by the system of unrestricted exportation new permitted.

"Timber can be cut and exported from Canada with practically no capital investment whatever, except the original price of the limit, but the timber now exported from Canada would, if kept in Canada, until manufactured and then exported, bring about (and amply remunerate) a capital investment in this country amounting to $150,000,000. It is sufficient to keep 33 pulp and paper mills, each producing 100 tons a day, in operation throughout the year and to give employment to 8,250 operatives earning $11,140,500 in wages. If these mills could be erected in a single community, they and the subsidiary trade and industries which would be needed in connection with them would alone constitute a city larger than any in Canada, except Montreal, Toronto, Winnipeg and Vancouver.

"The point is this: That every owner of a pulp and paper mill in Canada, representing as it does an immense permanent investment of capital, the productive power of which depends on a continued supply of pulpwood, is a factor working strongly for conservation, whereas every owner of timber lands who exports unmanufactured wood is interested in the present alone, and can be relied upon to strip his land in five years, if the price is high and the net return on a policy of conservation threatens to be low or too long deferred."

"It should here be pointed out that the action of the Canadian Pulp and Paper Association in discussing this particular method of diminishing the danger of exhausting the forests is dictated solely by a regard for the permanent good of Canada and not by any consideration of present profit. The American mills which are now kept in operation by the use of Canadian pulpwood, are, for the most part, old and of an obsolete character, with an extremely high operating cost. They are in any event being gradually abandoned or converted to other uses, as their share of the output is taken over by newer mills; but this process is slow and will last for many years. The stoppage of their supply of Canadian wood would contribute to their finish, and since the American paper market must have a constantly increasing supply of pulp, it is fair to assume that they would be immediately replaced by new mills of the most modern type, erected at the best available sites in Canada. Operating costs at such mills would be lower than at many of the old mills, and the existing Canadian plants would be faced with a much more formidable competition. The only compensation which the present Canadian manufacturer can expect, and the compensation that leads them to favor this method of conservation, is the fact that, once established in close and permanent relation with their Canadian sources of raw material, these new plants would have as keen an incentive for the preservation of the forests as any plant now operating in Canada; and the practice of "mining" or recklessly imperiling areas of pulpwood timber would cease to be profitable to any owner of such areas in Canada, while the amount of capital and labor in Canada directly concerned in conservation would be increased by immense additions."

DEMANDS ON FORESTS GROWING EACH YEAR

Large Part of Timber and Pulpwood Cut is For Export to U. S. and Other Countries

Trade demands on our forest resources are increasing substantially every year, says the Canadian Bank of Commerce monthly bulletin. An estimate of the timber cut for the whole of Canada is as follows: For lumber, 900,000,000 cubic feet; pulpwood, 440,000,000 cubic feet; fuel, 1,100,000,000 cubic feet; shingles and miscellaneous, 310,000,000 cubic feet, making a total of 2,750,000,000 cubic feet, of which the Canadian pulp and paper industry takes 16 per cent. The production of pulp by provinces in 1922, its value, and the proportion made for export, are as follows:

	Total Quantity Tons	Production Value	Proportion of Total Production Exported
B. C.	198,426	$ 6,982,125	28%
N. B.	99,750	6,205,312	75%
N. S.	37,562	1,166,747	87%
Ont.	726,308	27,263,674	15%
Que.	1,088,205	43,329,740	43%
Total	2,150,251	$84,947,598	34%

By far the larger proportion of Canadian pulp and paper products are exported, as can readily be gathered from the fact that of 3,923,940 cords of pulpwood cut in 1922, 1,011,332 cords were exported and from the balance of 2,912,608 cords, used by Canadian mills, approximately 1,500,000 tons of newsprint was made and exported. A limitation on the export of pulpwood would therefore affect our trade with the United States, and it is only natural that the paper manufacturers of that country should protest against such a proposal. It is probable that the anticipation of such a policy being adopted has been the cause of the active demand for woodsmen at higher wages than those prevailing a year ago, in order to increase the cut for immediate export.

The United States tariff is apparently designed to permit the importation free of duty of pulp, pulpwood and newsprint, and to exclude the importation of paper used for other than newspaper purposes. Since the commencement of the present enquiry the United States Tariff Board has broadened its interpretation of the term "newsprint," but the change is not sufficient to satisfy the Canadian paper makers, who feel that with their advantage in having an abundant supply of hydro-electric energy they are deprived of a great market by a manipulation of the tariff, which they claim can best be offset by regulating the export of pulpwood and pulp. The present enquiry, however, is understood to have in view the conservation of natural resources which already furnish a substantial proportion of Canada's total exports. For the fiscal year ending March 31st last, the value of pulp and paper exported was $122,554,869, as compared with $11,850,632 in 1913. "Canada's resources of wood and stream place her in a position to compete with producers of pulp and paper elsewhere as successfully as she is doing in the case of wheat and its products, and whatever may be the recommendation of the commission it will serve a useful purpose if its survey of a great industry results in measures being adopted that will guarantee its successful continuance," concludes the bulletin.

NEW PLANT IN NOVA SCOTIA

HALIFAX.—There is some prospect of a considerable development of the pulp and paper plant at Hartville, if investigations now being made by representatives of American capital result in a favorable report as to location, supply of raw materials, adequate water supply, etc. The interests in question anticipate manufacturing between 4,000 and 5,000 tons of newsprint a year, of which a goodly portion would be absorbed in the local market and the balance forwarded to Boston and New York.

BIG CUT IN QUEBEC

QUEBEC.—Next winter's cut of the Quebec forests is expected to be one of the largest in recent times. Three thousand lumber camps are due to be in operation, employing in the neighborhood of 25,000 men, according to Chief Forester Piche. He stated that there was a scarcity of labor in some sections of the lumber district and that consequently higher wages were being offered as an inducement to go into the woods for the winter.

ALBERTA TO CHECK COAL SHIPPED EAST

Shipments Must Be Inspected and Coal Sold Under Registered Name

From Our Own Correspondent.

EDMONTON. — Timely measures are being taken by the Alberta Government to safeguard the quality of the coal shipped from this province to the Ontario market. An order-in-council has been passed requiring every shipper to have a registered name for his coal, under which he shall advertise and sell, and exact information as to grade and size must be given with the bill of lading. All coal is to be subject to inspection at the point of shipment or at any other point, and if the inspector finds an excess of slack or other impurities, the car shall be stamped accordingly. The name and locality of the mine are to be given on every bill and weigh ticket, along with the registered trade name of the coal and the grade. Penalties are set for violation of these rules.

Government officials are of the opinion that this system, particularly the provision for inspection, will give the desired protection against unscrupulous shippers, of whom some are already in evidence. A careful check will now be kept on all shipments going forward, and every effort will be made, on the assurance of Premier Greenfield, to give Ontario consumers good, marketable coal, sold strictly as per label. The inspection system was proposed a year ago or more but has not been authorized until the present occasion had arisen.

The folly of wildcat coal companies starting in to sell cheap coal on the Eastern market is greatly regretted by all responsible operators and business interests generally. It is recognized that fraudulent shipments of this kind will give Alberta coal a black eye just as it is getting a hold on the outside trade, and therefore the action of the government in ordering inspection of every carload going forward. Orders received through the Ontario Government are to have the O.K. of the Alberta marketing commissioner before they are accepted, and this, along with the inspection, should guarantee the Eastern purchaser from any unfair dealing or short selling.

MERGER MAKING PROGRESS

At the annual Goldale meeting it was stated that the proposed merger with the Plenarium and Armstrong Booth is still pending, but making progress. On the 1,000 feet level, development has already cut two small veins. A drive to cut the large ore body opened up on the 500 level is now proceeding.

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THE MOLSONS BANK

68th Annual Meeting

Summary of the General Statement of the Affairs of The Molsons Bank on the 29th September, 1923, as placed before the sixty-eighth Annual Meeting of Shareholders

LIABILITIES

Capital paid up	$ 4,000,000.00
Reserve Fund	5,000,000.00
Undivided Profits	134,858.17
172nd Dividend payable 1st October for three months	120,000.00
Dividends Unpaid	1,435.50
Notes in Circulation	5,769,446.00
Deposits	53,980,803.65
Due to Other Banks	1,043,360.32
Acceptances under Letters of Credit	1,001,618.99
Other Liabilities	472,738.44
	$71,524,261.07

ASSETS

Cash on hand and in Banks	$11,215,346.85
Deposit in the Central Gold Reserve	1,000,000.00
Deposit with the Dominion Government to secure Note Circulation	195,000.00
Government Securities, Railway and other Bonds and Stocks	9,827,582.86
Call Loans (in Canada) on stocks and other marketable securities	4,603,142.05
	26,841,071.76
Loans and Discounts, after full provision for bad debts	40,102,823.83
Customers' Letters of Credit	1,001,618.99
Bank Premises	2,915,000.00
Real Estate not Bank Premises	52,916.54
Shares of and loans to controlled companies (St. James Land Co., Ltd. See below.)	222,396.95
Other Assets	388,433.00
	$71,524,261.07

PROFIT AND LOSS ACCOUNT

This has been appropriated as follows:	
Dividends	$480,000.00
Contribution to Officers' Pension Fund	37,816.90
McGill University subscription	10,000.00
To provide for Dominion Government Taxes	68,000.00
Reserve for contingencies	150,000.00
	$745,816.90
Leaving at credit of Profit and Loss Account, 29th September, 1923	134,858.17
	$880,675.07

Balance at credit of Profit and Loss Account, 30th September, 1922	$266,318.08
Net profits for the year after deducting expenses of management, reservation for interest accrued on deposits, exchange, and provision for bad and doubtful debts	614,356.99
	$880,675.07

Auditors' Report to the Shareholders

We have compared the above Balance Sheet with the books and accounts of The Molsons Bank at the Head Office and with certified returns received from its Branches. We have checked and verified the Cash, Investments and Securities at the Chief Office in Montreal at 29th September, 1923, and we have also during the year verified the Cash and Securities held at the Chief Office and other important Branches of the Bank.

We obtained all the information and explanations we have required, and in our opinion the transactions of the Bank, which have come under our notice, have been within the powers of the Bank; and we certify that, in our opinion, the above Balance Sheet is drawn up so as to disclose the true condition of the Bank on 29th September, 1923, according to the best of our information and the explanations given to us, and as shown by the books of the Bank.

LEMUEL CUSHING, CHAS. A. HODGSON, Auditors,
Chartered Accountants.

Montreal, 23rd October, 1923.

BOARD OF DIRECTORS

Wm. Molson Macpherson, *Honorary President.*
F. W. Molson, *President.*
W. A. Black, *Vice-President.*
Wm. M. Birks
J. M. McIntyre
John W. Ross
A. O. Dawson

Edward C. Pratt, *General Manager.*

THE ST. JAMES LAND COMPANY, LIMITED
Statement of Assets and Liabilities as at 29th September, 1923

ASSETS

* The rights of the Company in an emplacement conveyed to Insurance Exchange Corporation, Limited, by a 99 years' lease (emphyteutic lease) and in the building thereon constructed by Insurance Exchange Corporation, Limited	$222,396.95
	$222,396.95

LIABILITIES

Capital	$ 20,000.00
Capital Surplus	180,000.00
Due The Molsons Bank	22,396.95
	$222,396.95

*Note:—The St. James Land Company's rights in the above described emplacement and building have been hypothecated by The St. James Land Company, Limited, to the extent of $440,000.00 to secure bonds of Insurance Exchange Corporation, Limited, for the payment of which amount The St. James Land Company, Limited, is not personally liable.

Auditors' Report

We have audited the books of the St. James Land Company, Limited, for the period from the date of incorporation to the 29th September, 1923, and we certify that, in our opinion, the above Balance Sheet is properly drawn up so as to exhibit a true and correct view of the state of the Company's affairs according to the best of our information and the explanations given to us, and as shown by the books of the Company.

LEMUEL CUSHING, CHAS. A. HODGSON, Auditors,
Chartered Accountants.

Montreal, 23rd October, 1923.

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is that the stock is quoted very considerably below its intrinsic value.
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NEW VEIN ON BLUE QUARTZ

Blue Quartz Gold Mines are reported to have encountered a new vein on the 500-ft. level. It has been opened out for a width of seven or eight feet and shows average values around $10.

MINING NEWS FOR THE INVESTOR

SCARCITY OF STOCK QUITE NOTICEABLE ON MINING MART

Feeling is That Any Movement Should Be Upwards

There has been a rather firm tone to the mining market during the week. Trading has not been heavy, a complete absence of buying power being very noticeable. The position of the list is an excellent one. Present quotations of the majority of the issues are well below the year's high. This has given birth to a feeling that any movement in the market must be upward. On the other hand some brokers say that if there is not a market in the next ten days they hardly look for one until on in February or March.

There is seemingly quite a dearth of stock. Holders seem to share the opinion of the brokers that further declines are not to be expected. Lake Shore during the week gave an excellent example of what will happen when there is a real demand for shares. On transactions of 1,000 shares, it scored a heavy advance. This buying was evidently in anticipation of the increased capacity of the mill being brought into operation. Castle Trethewey was the subject of much attention and advanced sharply. The development of ore has slackened and efforts are being concentrated on the mill. There has been quite a drive for interest in the silvers of late, and it is believed that were the public in a more receptive mood for an invitation to participate, a boom might be possible.

Attention at present centres around Vipond, Night Hawk and Tough-Oakes Burnside, all three of which are not far from the producing stage. Night Hawk should be listed soon. Orders for the large blocks of Goldale which recently came on the market, have evidently been filled for there has been an easing in the price. Keeley is rushing along its increase in the mill, also its drive to get to the point on the 8th level where the rich shoots of the 7th level should be encountered.

TROUT LAKE LOOMS AS RICH PROPERTY

A progress report on Trout Lake Lorraine, a property located on Lorraine, south of the Keeley, and operated by the Mining Corporation, shows good advancement in development work. M. F. Fairlie, the general manager, takes a unique step in mining progress when he publishes the assay results of the shaft sampling from surface to the bottom, after eliminating the high grade of which there was considerable. It is pointed out that in the shaft sinking to 275 feet, the workings are still in Keewatin. It is pointed out that the diabase may be entered on the next 75 feet. It is on this formation that the Keeley is getting its phenomenal high grade silver values. The report points out that the Woods' vein in the Trout Lake shaft varies from 3 to 6 feet wide between walls. Assays show an average value around 30 ounces with ten feet, 70 to 80 running from 2,214 to 1,017.

The report points out that the lateral work to date has consisted of north and south drifts on the 240 ft. level, 44 and 36 feet respectively. Sampling results were not available at the time.

Concluding Mr. Fairlie says:

"The value disclosed in shaft sinking and drifting are remarkably consistent for the South Lorrain District and, in view of the altered and oxidized condition of the vein, there is great promise for the future development of high grade ore at greater depth. The area so far opened up will permit profitable extraction of mill grade ore for the full vertical distance from the surface."

Coniagas Searching For New Properties

Coniagas, Cobalt, has issued an interim report for 11 months, ending Nov. 1. The fiscal year ending is being changed from Oct. 31 to Dec. 31, hence the reason for the report.

The report states that the million ounce objective set for the year, will be reached. Tonnage treated was 127,713, as compared with 113,823 tons the previous year. Production costs will compare favorably with the previous year, while the extraction of 83.26 per cent. showed a greater efficiency, the previous figure being 81.06 per cent.

Work on the Newray (Porcupine) has consisted of 606 ft. of drifting on the 400 ft. level. It is the intention to carry the shaft to 1,000 ft. and to explore that level. To date, $117,000 has been spent on the property.

Developments on the 1,200 ft. level of the Beaver proceeds. A cross cut to the Prince Davis boundary is proceeding. Expenditure to date, $116,000. The Beaver mill is now operating.

Options in Rouyn, Que., and Kowkash districts, have been dropped.

Quick assets total $1,725,749; liabilities, $22,772; surplus, $1,702,976.

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Rushing Mills on Two Near Gold Producers

Both Night Hawk and Vipond are making good progress in setting up their mills. The large machinery of both is in place and it's now a question of building in the lighter units. The Vipond mill has been remodelled and all the heavy machinery is new. Night Hawk's mill is practically new throughout, although some parts were purchased from the Schumacher mill, owned by the Hollinger. Both mines have tremendous high grade ore dumps on surface ready for milling.

TECK-HUGHES EARNED 14% IN PAST YEAR

Teck-Hughes earned $998,379 for the year ending Aug. 31. Net earnings were $530,279. Surplus after taking care of bonds to be retired in January, $303,458. Ore reserves are more than double last year, being $2,533,678 as compared with $1,183,176. On the basis of present production the reserves provide for two years' milling. The average content of the reserves is placed at $20 or $5 higher than 1922. The amount of the broken ore was increased 36.256.

Pres. C. L. Denison in discussing the year's development points to the following as the important changes:

"The company has carried on an ambitious and extensive plan of mine development, including the sinking of the winze to the tenth level at a depth of 1,105 feet, finding of an important body of rich ore on the No. 3 vein on the tenth level in the central part of the mine, starting the opening of the eighth and ninth levels, and extending the second, fourth, fifth, sixth and seventh levels, discovery of unexpectedly rich ore in the western section of the second level and development of large bodies of rich ore on the fourth and fifth levels, and the finding of the downward continuation of the rich seventh level, No. 3 vein, ore shoots on the eighth level in the central part of the mine.

Pres. Denison remarks that the size of the development will probably result in the location and sinking of a new shaft capable of handling a larger tonnage and the erection of a new mill of larger capacity. He adds:

"Conditions of operation with the present mill and the richness of the ore make it economically necessary to keep the amount treated per day down to 100 tons. Your management wishes to be extremely conservative in finally determining the location of the new shaft and the size of the new mill, and, notwithstanding their confidence that these will be needed and can be determined within a reasonably brief time, they wish to await a later date to recommend definitely in detail the carrying out of the policy."

D. L. H. Forbes, general superintendent, says 34,690 tons were hoisted in the year, the recovery being $981,525 or $28.30 per ton. Cost of operating was $11.83 per ton. Development amounted to 4.297 feet and construction costs were $52,532. The net profit was 14 per cent. Total earnings would have gone well over the million mark only for a month's loss due to the power lines being burnt by the bush fires in October, 1922.

PLAN TO FINANCE POWER PROPERTIES

From Our Own Correspondent.

MONTREAL.—American capital is being raised for the initial financing of the Bankers' Mines Syndicate, that is now in the formative state. The aim of the syndicate will be to develop proven properties that have run out of capital before reaching the producing stage. To this end there will be a union of British, American and Canadian capital, in the syndicate, which is being managed by Balfour, White and Company.

The organization committee consists of George S. Balfour, investment banker, of Montreal, Hon. Gilbert E. Woods, president of the Citizens Savings Bank and Trust Company of St. Johnsbury, Vermont, and Lord Victor Paget, of London, England. A consulting engineer has been engaged in an advisory capacity, and a larger advisory committee of prominent business men is being drawn up.

The history of the mining camps of Northern Ontario is that many mines are financed to the stage where the underground work has been nearly finished, or a mill half completed when the lack of funds and the move of the promoters to a newer enterprise has left the mine crippled and unable to move. The Bankers' Mine Syndicate is now negotiating with several such mines to take over the properties, provide the funds to bring them to the production stage and share the profits on a predetermined basis.

The proposed capital is 500,000 no par value shares, of which 100,000 will be founders' shares.

Bidgood Reorganized to Push Development

Bidgood gold mines are being reorganized. The capital is being reduced to $3,000,000, and the present shareholders will get 1,500,000 shares for their interest, and the balance will be placed in the treasury. The indebtedness of the company has all been wiped off. Several bids for blocks of stock from 20 cents on have been received. A deal is reported pending. Great interest centres on the development of the property. It is the deepest development east of the producing area, and some very good results have been obtained to date. Work should be resumed soon.

SILVER AND METAL PRICES

	3	5	6	7
Silver				
New York	63	63¼	63⅝	—
London	31¾	32	32 1/16	32 1/16
Copper	12¾	12⅝	12¾	—
Tin	41.87	42.	42.12	—
Lead	6.75	—	6.75	—
Zinc	6.40	6.35	6.40	—

HOLLINGER EARNINGS ARE MOVING UP NOW

With Lowering Costs Big Mine May Make Up Some Losses of Power Shortage

Though Hollinger's earnings for the first nine months of the year show a serious loss, there is an optimistic note in the progress report which President Noah Timmins has issued which leads to the belief that a fair portion of the loss will be made up in the last quarter of the year.

Mr. Timmins says that during the five four-week periods previous to Oct. 7, some of the losses were recovered, and, as a result of extra strenuous efforts, he expected the matter would be well in hand before the end of the year.

Profits from Jan. 1 to Oct. 7 totalled $2,570,204, while dividends took $2,461,285. This shows, that despite the tremendous time loss, owing to the power situation, the big producer was able to carry itself, and its return to shareholders, without disturbing its shareholders' return. Nevertheless, the loss is serious. With 1922 net profits at $5,146,690, it will be seen that the return for three-quarters of 1923 is less than half.

The statement sets forth the position of the two-power suits, one brought by the mine, and the other by the power company, and now before the courts, and also touched on the development of the new power plant.

The figures on the tonnage and actual cash losses, due to the three serious periods of power shortage, are interesting for a number of reasons. The figures are:

Year	Tons Loss.	Loss, Cash
1920-21	184,716	$1,554,322
1922	41,558	344,100
1922-23	296,504	2,363,137
Total	522,778	$4,261,559

The most interesting phase of the above totals is the manner in which the steady settling of the millheads is taking place, as production had mounted and development speeded up. The figures on the 1922-23 millheads, which would be figures on the ore production up to July 13, 1923, or more than half the year, show an average recovery of $7.30 per ton. The figures:

Millheads—	Per ton
1920-21	$8.41
1922	8.28
1922-23	7.30
Total average	$8.15

The power development is being taken care of out of the company's cash balances, yet the balance sheet shows liquid assets of $5,348,109 stores $762,888, in addition to which payments on the Schumacher amounting to $1,650,000, and MacKay properties, $84,168, have been made these sums amounting in all to $7,845,166.02, as against which the surplus shown is $6,018,389.30. Working capital is $4,810,407.

Costs, which reached a high mark when the power was short, have tumbled to $4.89. One new rod mill is working, two are nearly ready, and two others are about to be erected.

Copper Content of Argonaut Ores Falls

Argonaut ore is now showing 6 per cent. copper according to an official statement to THE FINANCIAL POST with the result that the flotation and amalgam processes were abandoned at the end of October. Cyanide only is being used now. The mill averaged 102 tons in the 18 days it operated in October, the total production being $23,500. Considerable low grade from the dump was absorbed in the milling by mixing it with the best high grade. The hopes are that the tonnage for November will run 125 tons.

Mining Stock Quotations

Week Ending Nov. 6

	High	Low	Close	Close Oct. 30
Atlas	5½	4¾	4⅞	6
Algonquin	4	3½	4	3¼
Argonaut	65	62	62	61
Baldwin	6¾	5¾	6¼	6¼
Beatty	12⅞	11¼	11¼	12¼
Beaver	26	25	25	26
Bidgood	8½	6⅛	7¼	6
Boston	9	8½	8½	15
Buckingham	6¼	5	6	6¼
Castle Treth.	42	35	41	36½
Chambers Fer.	2.17	2.17	2.17	3
Chaput H.	4½	3½	4½	4
Coniagas	2.15	2.13	2.13	2.22
Cons. Smelters	26	25½	26	25
Cons. W. Dome	27½	26	27	26½
Clifton	15½	13	13	15
Col. Kirkland	10	9	9¾	9½
Cr. Reserve	60	58	58	59
Davidson C. Rts.	25	23	23	26
Davidson E. R'ts.	4¾	4¾	4¾	4½
Dome Mines	37.05	36.30	36.55	36.60
Gold Reef	2	2	2	2⅛
Goldale	54½	49¾	50½	55
Hattie	12¾	10⅝	11½	10¾
Hillcrest, pref.	90	85	90	85
Hollinger	11.55	11.26	11.35	11.45
Hunton	7	6¼	6½	6½
Indian Mines	59	55	59	—
Keora	8¼	7½	7½	7½
Keeley	1.91½	1.88	1.90	1.90
Lebel Oro	27¼	25½	27¼	26
Kirk. Lake	34¾	32½	32½	33½
La Rose	20	19½	20	19¾
Lake Shore	3.65	3.41	3.60	3.45
Lorrain	16¾	15½	16	17
Lorrain J. L.	1.18	1.15	1.17	1.17
Montreal, Ont.	35	35	35	44
McIntyre	16.90	16.50	16.50	16.60
McKinley	14¼	11	14¼	11½
Mining Corp.	3.08	2.82	3.00	2.86
Moneta	16½	16¼	16¼	16½
Newray	46	42¼	45	42¼
Nipissing	6.15	5.95	6.00	6.00
Ophir	1½	1½	1½	1½
Peterson L.	10	9⅝	9¾	10
Porc. Crown	7½	7	7½	7½
Preston	13½	11½	13¼	11⅝
Teck H'ghes	1.28	1.22	1.25	1.22
Timiskaming	32	32	32	32¾
Thomp. Krist	4⅝	4½	4⅝	4½
Trethewey	6	4⅛	6	4
Tough Oakes	70	67	69	68
Vickers	25	23	25	25
Vipond	93	87	92½	88
Wakenda	4½	4½	4½	4
Wasapika	4½	4	4	4
West Tree	9	6	7¾	8¾
Wettlaufer	13½	10⅞	13	10
Wright Har.	3.60	3.30	3.35	3.35
(New York Prices)				
Inter. Nickel, com.	11	10½	10⅞	10½
Do., pref.	77	77	77	75

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"Timely Talks on Mining"

By

Irving J. Isbell

TALK NUMBER ELEVEN

How the Money is Made in Mining

Coming up on the train from Montreal a few days ago, I got into conversation with a man whom I had never met before. He did not know who I was or that I was interested in mining in any way. Somehow the conversation drifted around to mining and mining stocks. This gentleman, I still don't know his name started in to tell me about his so-called "investments" in mining and how he had lost a lot of money. I, naturally, was interested right away and began quizzing him to find out just how his losses had come about. Before he answered my questions I knew about what he was going to tell me. It is an old, old story and I have heard it in varied forms times without number before.

He had been "tipped" to buy certain stocks, which he was assured were "going up" and without waiting to make enquiries as to who was behind the stocks "tipped off" or, in fact, learning anything about them, he bought heavily. The stocks he bought instead of going from a few cents to as many dollars a share as he expected, went down in price. "No more mining for me," he protested vehemently. Mining was a snare and a delusion, he averred.

I had quite a time convincing him that he had not lost his money in mining. He had lost his money in gambling on the market having bought the stocks in question in just the same spirit that he would buy a ticket on a horse. I proved to him that when he went into the market he had no intention of buying stocks in approved companies which were making mines with a view to holding the shares even for a few months' time. In the end he had to admit that the only reason he bought the stocks was because someone had told him they were going to advance in price right away, and he did not care whether the stocks were any good or not, just so long as he was able to make a quick profit. When the profit he expected turned out to be a loss, he blamed mining.

I have heard a lot of people say they had lost money in mining before to-day, and while in a few cases this is literally true, because every mine does not make good, yet I venture to say that nine out of every ten people who think they have lost money in mining are like the man I have just told you about.

On the other hand, I have met hundreds of people who have made a lot of money in mining. Almost invariably you will find that those who come out on the right side, have made careful enquiries from responsible brokers before buying any stock and that when they buy it is because they have faith in the property making good, and they are willing to put the certificate away for a couple of years if necessary until developments result in production and surplus earnings are distributed as dividends.

Those people who bought Hollinger, McIntyre, Dome, etc., in the early days have made a lot of money, in fact, their original investment has been returned several times over, and will likely continue for many years yet. Those who bought Lake Shore, Teck-Hughes, Wright-Hargreaves, and so on, and held their stock, have made big profits too and the same applies to the Cobalt companies.

I could mention any number of cases both in Canada and in the United States where bona fide investments in mining have proven immensely profitable, so that when any one tells me that mining does not pay, I always attribute such a statement either to ignorance or to prejudice, because anyone who has followed mining, real mining, and who does not confuse mining with gambling in the market, knows that mining does pay and pays big in the majority of cases.

Some of the best mining men in the country have pronounced that the Rouyn gold area of Quebec looks bigger and better than Porcupine did at the same stage. In fact, some have gone so far as to say that this district is the biggest thing ever discovered in Canada. Time alone will show whether Rouyn or Porcupine is the bigger. In any event I don't see that it makes much difference which camp produces the most gold, in the long run. I don't suppose any of us will live till either of these camps is exhausted, so the comparative size of the two is not a matter of particular moment. What I am convinced of, however, is that there are going to be some big mines in the Rouyn district. Some mines that should pay handsome dividends and in this respect repeat the profits made in Porcupine stocks purchased before Hollinger became the big mine that it is to-day.

I believe that investors who buy shares in legitimate companies which own good properties in the Rouyn area and are content to "sit with them" while development progresses until a production basis is reached, will reap big rewards. Stocks like Rouyn Gold Mines, Ltd., to which I have already referred before in my "Timely Talks," should prove winners and I advise the purchase of this stock, which is selling around 22c a share as an A1 speculation. Anyone who will buy this stock around the present opportunity price and will put it away till the property is developed stands to make a lot of money, because from the reports I have seen on the showings of Rouyn Gold Mines, I believe that it only requires development to make it a mine.

Mr. Isbell's "Timely Talks On Mining" will continue for an indefinite period in this column. "Talk Number Twelve" will appear in the issue of November 16.

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The 10 Best Investments

We have chosen 10 listed securities as being, in our opinion, representative of the highest grade of investment stocks. We consider these "The 10 best investments" on the Canadian market.

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BANKERS OBJECT TO INCOME TAX CHARGE

Canadian bankers, according to J. P. Bell, general manager of the Bank of Hamilton, are strongly opposed to amendments to Income War Tax Act giving certain priorities of Government taxes over registered liens or registered transfer or other such business charges on real and personal property. He says:

"It is a most outrageous thing. Why should we have to pay out of our pocket money that the Government should have collected from others back in 1918? It is an iniquitous abuse of Parliamentary power to give such preference to the Government which is trying to collect from creditors to-day money lost five years ago."

Those opposed to the amendment claim that it will result in the withdrawal of mortgages and other such investments, as it makes a first mortgage subject to Dominion taxes and places the Dominion income tax ahead of the lender of the money It is feared that other taxes will also be given priority.

Home Bank Depositors Organize in Saskatchewan

From Our Own Correspondent.

REGINA. — Home Bank depositors in Saskatchewan are forming organizations to protect their interests. The officers are to do all things in their power to induce the government of Canada and the governments of the provinces to assist the liquidator in getting the best results for the depositors and shareholders by:

(a) Direct governmental assistance.

(b) Waiving of governmental priorities.

(c) Repayment of the gross amount of income tax illegally paid by the directors of the bank.

(d) The establishment of a retroactive guarantee deposit for the security of depositors.

(e) The recovery from those responsible for the downfall of the bank for everything possible to collect.

(f) The acquisition, by a syndicate of Canadian banks of the assets of the Home Bank, upon such terms as may be satisfactory to the creditors.

(g) The payment of further dividends to depositors in the near future.

NEWS OF THE BANKS AND BANKING

BIG BANKS OF ENGLAND STAND FOR SAFETY AND SERVICE BUT DO NOT PRETEND TO FINANCE NEW PROJECTS

Keep Funds in Liquid Shape and New Enterprises are Financed by Sale of Securities Through Brokers—German Banks Got Behind Undertakings and Developed Business

ARTICLE II.

By J. ELLIS BARKER.

Of the author of this series of articles on the English banking system, written for THE FINANCIAL POST, "Who's Who," says:

"J. Ellis Barker, author and journalist, born Cologne, May 9, 1870; educated at Cologne. Devoted his literary career ever since 1900 to warning England of the dangers of a war with Germany and to urging military, naval and economic preparation, co-operating with Lord Roberts, Mr. Joseph Chamberlin and others. Lectured before the Royal United Service Institution, the Medical Association, the Liberal Union Club, etc. Publications: The Rise and Decline of the Netherlands; British Socialism; Modern Germany; Great and Greater Britain—The Problems of the Motherland and Empire; The Foundations of Germany; The Great Problems of British Statesmanship; Economic Statesmanship—the Great Industrial and Financial Problems Arising Through the War; One Hundred and One Points Against Free Trade; Two Hundred Points for Tariff Reform; numerous contributions to reviews, etc., including the Nineteenth Century Review, Fortnightly Review, National Review and Contemporary Review."

Until nearly a century ago the Bank of England was the only joint stock bank in England. Its monopoly, which was apparently based on law, was successfully broken largely to the activities of J. W. Gilbart, a practical banker, and a very eminent writer on banking, who became the guiding spirit in the London & Westminster Bank, now the Westminster Bank. In his writings, and in the writings of other men of the period. it was laid down as an axiom that a bank should work with a small capital and with large deposits, that. consequently, large dividends would be earned on an artificially small capital and that the high dividends paid would increase the prestige of the bank in the eyes of its customers and of the masses in general. Very unfortunately that policy was introduced a hundred years ago and has been followed ever since.

The position of the banks of the United Kingdom may be summarized as follows with regard to the end of 1922:

Capital and Reserves £ 166,495,800.
Current and Deposit accounts .... £2,362,494,700.

On paper the reserves are slightly smaller than the paid-up capital. In reality they are considerably larger and it is probably safe to estimate that capital and reserves come to £200,000,000. Of course, it must be borne in mind that in time of crisis reserves are apt to shrink and disappear. Although the normal value of capital paid up and reserves may be £200,000,000, and even more, the crisis value may be equal only to the amounts given in the balance sheets.

It will be seen that the English banks do business in a very risky fashion. The bulk of the current and deposit accounts is repayable at sight. It follows that for every single pound of capital of their own the banks work with £20 of borrowed money. much of it repayable on demand. That is a risky and dangerous position. That is perfectly obvious. A rush demand for repayment on the part of depositors, and those who have balances at the banks would produce disaster terrible to contemplate.

Dangers of a Run

In order to meet such an emergency, the British banks must be extremely liquid. They must keep disproportionately large amounts in the form of cash in hand and money at short notice, and in the form of investments of the highest class, such as Treasury securities, Government stock, etc., which are considered as good as cash, and which, in case of need, could be used in lieu of cash and be handed over to clamorous and alarmed depositors.

The terrible possibility of a run on the banks is ever present in the minds of bank managers and directors. The few large banks and the Bank of England, which keeps the reserves of all the banks, are so closely interconnected that a run on one of the large banks might lead to a run on all of them, that serious trouble in one direction might lead to a general run on the banks and to a general collapse.

The dread of such a misfortune has created the principle of not tying up money if at all avoidable. Money is lent most willingly on securities which are easily negotiable. The owner of a prosperous factory may find it very difficult to obtain a loan, and an owner of house property or land may find it almost impossible, especially if it is for some considerable time. But if the property is turned into a limited company, the securities of which are quoted on the stock exchange and have a free market, a bank will readily lend on those securities which can be turned into cash at any moment. The result of this policy is that many business men are compelled against their will to turn their enterprises into limited companies, a step which is not always desirable. If a business man wishes to enlarge his works or to exploit some new process and goes to the bank manager, he may get a refusal unless he can offer some readily negotiable securities. The result of this unfortunate policy is that industry and agriculture are treated far less favorably by the banks than speculation. Speculators can always offer to the banks those readily negotiable securities, against which they like best to advance money.

English vs. German

Years ago I was struck by the fact that the promotion of companies was extraordinarily risky and expensive in Great Britain, and that the majority of new enterprises failed for some reason or other, while in Germany new enterprises could be issued at moderate cost, and were, as a rule, highly successful. In consequence of this difference, valuable new inventions were readily taken up and exploited in Germany, while in England no one would look at them. I discovered that new ventures had become discredited in the eyes, not only of the general public and of habitual underwriters to guarantee syndicates, but that bankers, financiers and stockbrokers also distrusted and shunned everything new.

In Germany, new issues could be brought out easily and cheaply, and were, as a rule, a success, because the promoting business was principally managed by banks which possessed, or could command, adequate funds and the

(Continued on page 15)

WHEN FARMER AND BANK GET TOGETHER

John Elliott, at Belleville, Has Accomplished Big Things In Seventeen Years

That the banks could do a great deal more for the development of the agricultural industry, if branch managers would follow the example of John Elliott, manager of the Standard Bank, at Belleville, was the opinion expressed by Hon. J. S. Martin. Minister of Agriculture in Ontario, at the banquet recently tendered by Mr. Elliott to the members of the Belleville Cheese Board. This function has for seventeen years been celebrated annually, and during that period Mr. Elliott has played a leading part in the development of dairying throughout the Bay of Quinte district. Incidentally the development of agriculture has brought business to the bank, and the fact that there were 250 guests present at the banquet indicates the wide activities of the Belleville Cheese Board.

Mr. Elliott's guests included, in addition to representatives of the cheese and dairy interests of the district, members of the leading industrial organizations of Belleville. The business men of the city have been brought to realize that without a prosperous country the city might as well shut up shop commercially, and the farmers appreciate that the prosperity of the city needs a better and more powerful market for their products.

Mr. Elliott told the gathering that he recommended an increase in cheese production, and realized that, in doing this, one of the great problems of the farmer was to secure help. During the past thirteen years, he said, the provincial government and the Belleville Chamber of Commerce co-operating, had brought over 500 immigrants into the district, but, recently, very few were obtainable. He promised that there would be an improvement in conditions with the co-operation of the provincial minister of agriculture. Mr. Elliott, therefore, urged the farmers to increase their herds, believing that no branch of agriculture would show better financial returns than the cheese industry. He expressed the opinion that any bank in the city of Belleville would gladly lend money to farmers to increase the number of their cows; for fifty years his own bank has cultivated the patronage of the farming community, and the practice would be continued.

Mr. Elliott is an outstanding example of what bank managers can accomplish in bringing town and country interests closer together for the benefit of the whole community. and, incidentally, to create business for their banks.—J. W. T.

Does Government Banking Pay?

Under the prevailing unsettled financial conditions the deposits of the Provincial Savings Bank of Ontario are rapidly increasing. M. E. Mackenzie, the director, states that the total deposits are now between $13.000,000 and $14,000,000. He explains that the matter of loans is left with the agricultural development board, and not with him. He intimates, however. that loans made amount to between $4,000,000 and $5,000,000. It is presumed that the balance of around $9,000,000, on which the bank is paying 4 per cent. to depositors, is represented by redeposits in chartered banks.

Under the circumstances the financial community will await with interest a definite statement indicating the institution's operating position. Money borrowed at 4 per cent. is loaned at 6 per cent., but this does not take in the surplus between deposits and loans and the bank's showing will depend very largely on what use may be made of this money. If the government takes over all funds and allows 6 per cent. interest, the bank will have a straight 2 per cent. to cover its operating costs, etc. But the province itself would then be in the position of having 6 per cent money on its hands, on which it would only get 3 per cent. from the banks if left on deposit, and which would be costing more than money borrowed in the usual way from investors.

Staff Gossip.

M. K. M. Mitchell, of the Bank of Montreal staff here, has left for Kingston, and C. Stewart of Listowel has taken his place here.—The Post, Lindsay.

* * *

W. T. Proven, teller of the Granton branch of the Montreal Bank, has been transferred to the Wellington and Dundas Street branch, London.—The Argus, St. Marys.

* * *

Dudley Carleton has resigned his position as manager of the Canadian Bank of Commerce.—The News, St. Johns, Que.

* * *

H. Grant Small, who at one time was accountant of the Picton Branch of the Union Bank of Canada, has been made manager of the St. Catharines, Ont., branch.—The Gazette, Picton.

* * *

Chas. Bridge, who has been on the staff of the Bank of Montreal here for some time, has been transferred to the Parliament Street branch, Toronto. Mr. McTavish, of Owen Sound, is the new member of the local staff.—The Standard, Markdale.

* * *

James Laird, at one time accountant in the Strathmore branch of the Union Bank, has been promoted to the important position of assistant manager of the Winnipeg office of the Union Bank. As Winnipeg is the headquarters of the Union Bank this is a very important position for so young a man. Jimmie has many friends in Strathmore, who are watching his rise with interest. —The Standard, Strathmore.

* * *

J. E. Leslie, manager of the Enderby branch of the Bank of Montreal, is expected here shortly to take over the management of the local branch from G. O. Nesbitt, who has been transferred to the Vernon branch.—The World, Vancouver.

* * *

Charles G. Cummer, manager of the Bank of Montreal, Peterboro', was the lucky fisherman trolling at Meaford this year, winning the first prize, a beautiful silver cup, given by the business men for the catching of the largest trout by a tourist for the year.—The Globe, Toronto.

* * *

The citizens of Portage generally will regret to learn of the early removal from the city of C. M. Wiggins, who for the past three years has acted in a most capable manner as manager of the local branch of the Bank of Nova Scotia. He has not been advised as yet to what centre he has been transferred, but no doubt it will be a promotion.

Mr. Wiggins is being succeeded here by J. H. Strong, of Chester.—The Graphic, Portage La Prairie.

* * *

About thirty of the business men of the Delta district met recently to make a presentation to Rodger Allan, former manager of the Bank of Hamilton at Delta. Mr. Allan opened up the branch and has recently been transferred to the head office.

It was to show their appreciation of the service given by Mr. Allan that the members of the little gathering asked him to accept a purse of gold, and a bouquet of roses for Mrs. Allan. —The Spectator, Hamilton.

* * *

Geo. Armstrong, of Dundalk, who played on the Shelburne-Dundalk hockey team last season, and was a short time ago shifted to Hamilton by the bank with which he was employed, has now been shifted to Simcoe.—The Economist, Shelburne.

* * *

J. R. Murray, one of the best known and most highly esteemed of Dawson's pioneer residents, will leave on one of the last boats for the outside. During the last thirteen years, Mr. Murray has been with the Canadian Bank of Commerce, where he has proved one of the most capable and efficient members of the force. His many friends will be pleased to know that in leaving Dawson he not only remains in the service of the bank but receives a much deserved promotion after long and faithful service to a larger and more important field in connection with the bank.—The News, Dawson, Y.T.

Exchange

After much discussion the German government has brought forward a programme, which includes the creation of two new media of exchange to circulate concurrently with the paper mark, the last being relegated to the position of a token currency.

There is first to be founded a Currency Bank, which is to issue the "new mark" notes, these latter being secured by a forced mortgage on land and undertakings, the mortgagor paying interest on the mortgage, but getting in return a proportionate share in the profits of the new bank. The new currency being purely a temporary expedient, to enable a change over to a gold basis to be made, it is proposed that it should be withdrawn at the end of two years.

These "new marks" are to be convertible at will into bonds, or other evidences of title to the property forcibly mortgaged, which will be in denominations of gold marks; the rate of conversion being one gold mark for one "new mark." Principal and interest will be payable in "new marks" at the London gold rate.

In effect, therefore, the "new mark" will be little more than a paper mark of slightly higher value and subject to all the disadvantages of that discredited currency, though, of course, a great deal must depend on the psychology of the people, and how much general effort there is to make the measure a success, says Lloyds Bank Monthly. The government itself is doing what it can to help, by rigorously reducing expenditure.

NEW YORK FUNDS

			Last Year	
	High	Low	High	Low
Nov. 1 ...	1 9-16	1 11-32	x1-16	1-8
Nov. 2 ...	1 11-16	1 9-16	x par	1-64
Nov. 3 ...	1 5-8	1 19-32	x par	1-32
Nov. 5 ...	1 5-8	1 1-2	x1-32	1-16
Nov. 6 ...	1 15-32	1 3-8	—	—
Nov. 7 ...	1 17-32	1 13-32	x1-16	1-16

x Discount.

STERLING, FRANCS AND LIRE

	Sterling Demand	Francs Demand	Lire Demand
Nov. 1	4.47½	5.85½	4.48½
Nov. 2	4.45⅞	5.76¾	4.45
Nov. 3	4.45¾	5.78½	4.45½
Nov. 5	4.45⅞	5.78½	4.45¾
Nov. 6	—	—	—
Nov. 7	4.44⅛	5.70½	4.42

Weekly Bank Clearings

(In comparison with same week last year)

EASTERN CITIES

	Nov. 2, 1923	Change	%
Toronto	$157,700,348+	$ 48.263,886	44.2
Montreal	125,340,335+	29,504,263	30.8
Ottawa	5,934,061—	680,844	10.3
Hamilton	5,671,231—	253,769	4.4
Quebec	4,700,419—	490,780	9.4
Halifax	2.417,826—	247.896	9.3
Windsor	3,834,190+	947.224	32.8
London	3,374.709+	410,157	13.8
St. John	2,732,677+	92,913	3.5
Brantford	952.221—	173,325	15.4
Kitchener	894.278—	106,734	10.6
Peterboro'	717,384+	14,493	2.0
Kingston.	655,571+	61,557	10.4
Total East.. .	$314,925,250+	$ 77,428,145	32.6
Moncton	818.923	....	....

WESTERN CITIES

	Nov. 2, 1923	Change	%
Winnipeg.	$ 85,647.815—	$ 5,730,563	6.2
Vancouver. . .	15,508,491+	1,733,507	12.6
Calgary	6,895,439+	638,011	10.2
Regina	4,913.272—	267,714	5.1
Saskatoon	2,428,700+	259,889	11.9
Victoria	2,297,751+	260,425	12.7
Moose Jaw . .	1.697,733—	123,660	6.8
Fort William .	1,362,045+	521,895	62.1
Lethbridge . . .	751,893—	76,030	9.2
Brandon	691,023—	304,331	30.5
N. Westminster	610,071+	111,163	22.3
Medicine Hat .	471.500—	28,701	5.7
Prince Albert .	388,217—	14,053	3.4
Total West .	$123,663,950—	$ 3,020,162	2.4
Grand toal ..	$438,589,200+	$ 74,407,983	20.4
Edmonton . ..	4,066.502	....	
Yr. to date .	$13.973,737,901+	$787,914,686	5.7

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John Nelson will conclude his fine "series of articles" on The Problems of our Provinces in the November 15th issue of MACLEAN'S. In the tenth and last of this vitally important series Mr. Nelson will summarize the results of his investigations and give the Federal points of view on the various problems discussed, emphasizing the important ones and pointing the way to their possible solution.

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THE FINANCIAL POST HAS THE LARGEST PAID CIRCULATION OF ANY CANADIAN FINANCIAL PAPER.

TORONTO, NOVEMBER 9, 1923

Edited for the thinkers of the nation—those people who analyze correctly and draw proper conclusions and who are responsible for the Nation's sound thought on matters political and economic.

WHEN THE BANK OF UPPER CANADA FAILED

GOVERNOR General Leonard Wood's message to the last Philippine legislature, dated February 16th, and just made public, shows that during its six years of operation the Philippine national bank lost $37,345,500, representing the government's entire investment of 98 per cent. of the bank's capital stock, in addition to $15,346,500 in deposits, or 64 per cent. of the $23,771,500 which the government had deposited in the bank.

"The heavy losses of the Philippine National Bank are largely responsible for the increase in our bonded indebtedness, which is up to the limit prescribed by Congress," the message said. "During the last year bonds totaling $23,000,000 have been sold to provide funds for the reestablishing of our currency system, so that now behind every treasury certificate there is its full face value in gold and silver. The gold standard fund for the maintenance of the parity of the peso is recognized to be smaller than desirable, but it is the limit our indebtedness permits. Provision has been made for increasing the fund to the desirable maximum. Bonds have been issued for that purpose."

The note says that in addition to its losses the bank's remaining assets, of which many are of doubtful character, are solidly tied up in frozen loans and in investments and must remain so indefinitely. Further, it says, "the bank is carrying virtually no reserve behind its $40,837,500 in deposits and $15,379,000 in circulating notes, which it is impossible for the bank to redeem in lawful money, as required by law."

In addition to the bank losses, the message points out, the Government has been operating sugar, oil, tobacco, cement and other commercial companies, "all of which are involved in huge additional losses," the amount of which is not stated.

The Journal of the Canadian Bankers' Association recalls that the Province of Ontario had a somewhat similar experience over fifty years ago, culminating in the failure of the Bank of Upper Canada, which failure brought great loss and ruin to a large number of people in Ontario. The lesson "is so obvious to people and legislators that it is simply amazing to see how ready newspapers and other hasty people are to launch the Province on the same path once again; loss, if not failure, will follow as sure as night follows day, and if this generation does not have to pay the cost, at least the next surely will."

WAS IT WISE?

THERE has been rather a chorus of jubilation in Canadian papers at the success of the recent Government loans floated in Canada whereby the Dominion Government gathered in about $200,000,000 and the Province of Ontario $40,000,000. These successful borrowings in the home market furnished of course an illustration of the wealth of the Canadian people and in that respect were very satisfactory; but to The Ottawa Journal's mind there is more than a question whether it was a desirable policy for the government to borrow that money in Canada. It would, the Journal thinks, have been better to have borrowed the money abroad and left Canadian capital to promote Canadian industries at home.

The Journal quotes THE FINANCIAL POST that owing to the fact that a considerable portion of previous government loans which this last Dominion loan was required to pay off were held abroad, a large amount of money has been taken out of the country, and so "the loan operation has meant the movement of capital out of Canada rather than an influx of new money. Many question the wisdom of the course at the time when Canada is believed to be on the verge of another era of expansion and requiring all the outside money it can get for the process."

The Journal continues:

> Business has been dull in Canada for some time past. It is asuredly not going to be bettered by the Government borrowing money in a manner which partly sends money out of the country, and prevents the rest from being invested in home enterprises. To our mind this is pure financial foolishness.
>
> Some argument is offered on the basis that if the money is borrowed in Canada the interest will be paid in Canada and so kept at home instead of going abroad. But what advantage can it be to the people of a country to get bank interest on a couple of hundred million dollars at home, instead of getting a couple of hundred million dollars of foreign capital into this country, leaving free a couple of hundred million dollars of our own money to be invested in commercial and industrial business in Canada paying mostly far better than bank interest, and meanwhile giving employment and wages to large numbers of people?
>
> The need of this country is present capital. She has tremendous resources which only require money to more than take care of possible future conditions.

COLLECTING THE SALES TAX

AS taxes can never be popular with those who have to pay them, every levy is certain to be followed by objections. The new sales tax is designed to apply once to goods in the complete state of manufacture. The manufacturer necessarily becomes the collector. He cannot be expected to regard the arrangement with manifestations of joy, but if the result is to prevent pyramiding and facilitate business, he will do his part loyally.

The new tax is a most complicated affair. For months the manufacturers have been adjusting their affairs to take care of the collecting with the least possible dislocation to business. Some manufacturers issued prices to include the tax; others proposed to have the tax item appear extra in the invoice. It would be impossible here to give any idea of the intricate adjustments required as between wholesalers, importers, retailers, manufacturers and the public under the varied licensed and unlicensed classifications.

The act brought down at Ottawa did not specify how the tax was to be collected. The government was evidently satisfied to get the money without stipulating the exact method. And then eleventh hour regulations were issued insisting that when the manufacturer sells to the retailer or the public the price shall include the tax without showing it.

It is not then to the collection of the new tax that the manufacturers are now objecting, so much as the belated conditions as to how they are to collect it—conditions not provided in the act and declared by competent counsel to be illegal. Of course the act can be amended to enforce the new regulation, but before taking definite action the manufacturers' case should be fully considered as industry in Canada is already bearing very heavy burdens.

AWAKENING OF THE ONTARIO C.M.A.

REALIZATION of the serious handicaps under which manufacturers are laboring in Ontario, as the result of heavy taxation and irksome legislation, is indicated in a notice calling a general meeting of the Ontario Division of the Canadian Manufacturers' Association for November 27th and 28th. Two days are to be devoted to the consideration of: "Assessment and Taxation, Minimum Wage Legislation, Workmen's Compensation" and similar questions.

The calling of such a conference is an acknowledgement of the fact that the manufacturers in Ontario have fallen upon evil days. Time was when they were properly recognized as the upbuilders of the community and creaters of prosperity in the land and when the lawmakers listened to their proposals and suggestions. But in recent years the policies of the little coterie of pinheads who have taken the affairs of the C.M.A. into their own hands have so irritated the public and their legislative representatives that it has become good politics for the latter to put the burden of taxation on the manufacturers and other business men and institutions.

The calling of this conference indicates an awakening to the causes underlying the present troubles.

THE PUBLIC BE PLEASED

THAT big business has an obligation to the general public as well as to the investors who supply the money and the workers and managers who supply the muscle and brains, is realized by the successful big corporations like the United States Steel Corporation and the Canadian Pacific Railway. In pointing out that the steel industry in the United States had reached the two billion dollars a year mark, Judge Gary, head of the U.S. Steel Corporation, told the American Iron and Steel Institute, of which he is president, that:

> More and more the general public will give attention to our stewardship. We should not resent nor disregard honest or deserved criticism. Even though sometimes, through lack of information or because of vicious motives, there may be unjust criticism if it is based on a fragment of the truth there should be no objection on our part.
>
> We shall probably be censured unduly and subjected to misrepresentation, as we sometimes have been in the past. We may be attacked by those who are vicious and unworthy, those whose motives are selfish or corrupt. In the main however, it is probable sooner or later we shall receive our just deserts, either because claims against us are justified or because, if not, the public will understand and properly decide.
>
> There are, and perhaps will continue to be fer years to come, unprincipled men or demagogues or men so selfish or inconsiderate that they do not think or talk straight, who will antagonize without good reason. Their venom may be directed against any line of business, including our own.
>
> What is the remedy? What is the protection? The answer may be stated in a few words. The affairs of every man and every line of business should be so conducted, continuously, consistently and persistently, that there could be no just cause for reproach. Even this would not absolutely prevent unreasonable antagonisms, but in the main would result in benefits that would be incalculable.
>
> Let us make for ourselves practical application of these fundamental principles. We desire, we need, the goodwill of the general public. We wish for the approval and the friendship of all with whom we come in contact, including our employees, our customers, our competitors and our stockholders.
>
> Let us always, to the best of our understanding and ability, deal justly by all these groups. Let us not intentionally give ground for reasonable complaint. Let us be considerate, fair and honest and exercise due liberality up to the full limit of consistency and practicability. As a matter of duty, of prudence, of safety, we must resolve to furnish no cause for attack.

This recognition of obligation to the public entails the necessity of making the people understand the benefits of big business. Only through frank and open publicity at all times and a consistent effort not only to serve the public but to make that service understood can big business succeed.

Individual corporations or institutions or associations must recognize that they cannot shape a successful course contrary to public opinion—even though at times a policy which meets approval may not necessarily be the best thing in the public interest.

EDITORIAL NOTES

CONFIDENCE in Canadian business conditions, in view of the largest crop in the country's history and an increasing volume of domestic and foreign trade indicated by official figures, was expressed by President F. W. Molson at the sixty-eighth annual meeting of the Molsons Bank this week. Mr. Molson did not predict any sudden wave of increased prosperity, but, as the head of an old and conservative financial institution, he did speak in a manner to reassure those who may have been unduly affected by the "Whisper of Death" and the recent bank failures.

* * * *

PUBLIC OWNERSHIP "SQUEEZE PLAY"

THE steps to which public ownership leaders will go to in their efforts to oust and discredit competitive private enterprise, has been evidenced by what happened just recently to a Hamilton bus driver. Apparently he has been competing with the privately owned radial line to Port Credit, picking up his fares on the streets of Toronto. This was all well and good until the T.T.C. acquired the line. Then it was another matter. The police commissioners refused to renew the bus license. The bus driver continued his business and was fined $10 in the police court.

Judge Widderfield, in dismissing the case on appeal, said that he could not see how it could be concluded that the bus was being regularly used for hire in the city. If the city by-law intended to include in its operation non-residents of the city and preclude inter-urban traffic, even though such traffic would mean an incidental use of the city streets, then such by-law was ultra vires. The judge quoted the late Justice Osler, to the effect that municipal corporations should be strictly confined within the limit of their authority, especially where by-laws were directed against the common law rights of every subject.

The judgment is important. The T.T.C. is reaching out of the city for business, so it is only natural that the rural bus driver be allowed to reach into the city. The scales are thus balanced.

The Hard Highway to Success

Ashworth, of Canadian General Electric, Got There by Keeping Everlastingly at it

By AUSTIN CAMPBELL.

"Scratch an executive and you'll find a salesman." The statement is largely true as applied to the men who manage the industries of the country. At all events, "salesmanship" was one of the rungs of the ladder up which James Johnston Ashworth climbed to his position as general manager and director of the Canadian General Electric Company.

A small Ontario town, away back in the early days, was the scene of his first triumph as a salesman. The "city fathers" were inclined to consider the purchase of certain electrical equipment and the travelers of the various companies were there to get signatures on the dotted line. It was an age when superstition linked electricity more or less with black magic; when a "drummer" had to be engineer, diplomat, and strategist, as well as lecturer and exorciser on electrical phenomena. Also, he had to be a "regular fellow." On the electrical part of the business Ashworth was quite at home, but as a hail-fellow-well-met—? Well, to Ashworth the marvel of a generator, with its silent, latent power, was an object to respect; it was a thing worthy of dignity and poise; an invention not at all to be associated with the boisterous camaraderie expected of a salesman in those joyous pre-prohibition days. Ashworth was dignified, precise and reserved then—he still is. So the convivial company that gathered in the back kitchen of the Reeves home, to consider—among other less solid things—the bids on the electrical equipment, did not include the tall young salesman of the now Canadian General Electric Company.

Ashworth detected the oversight in the invitation list, and decided that the occasion called for action. He knocked at the Reeves front door—and the buying committee promptly left by the back. Ashworth executed a rapid flank movement and intercepted the refugees—in the lane. Ashworth lectured on ohms, watts, r.p.ms., and other cabalistic formula. He made clear to the committee that the only machinery entirely free from Satanic influence was the equipment made by the company he represented. It was moonlight—bright enough to see plans, cuts and tenders—also it was light enough to see the dotted line. Perhaps, also, it was cold and the committee was anxious to get home. At all events, when Ashworth hung his coat on the bed post in his hotel that night, an order form, for the required equipment, bearing the signatures of the "buying committee" winked at him from the pocket.

Steam to Electricity

Most successful men point with pride to some incident in their youth which marked them for progress or pointed a finger definitely at their future. Not so with young Ashworth on the farm back there near Lake Simcoe where he was born, nor in Newmarket, where he went to school. Electricity he knew not; dynamos, generators, Mazda lamps, and inter-office telephones, did not enter into his philosophy. But steam did. Thus, it is related, that a "vehicle" with steam as its motive power was assembled. One hesitates to imagine what domestic utensils were abtracted from their more prosaic duties to achieve his desire, but, wonder of wonders, the thing ran. Observe that it was not the building of the steam motor that pointed his future. it was the bald fact that the toy worked. Viewed now, that incident had significance.

When he was nineteen Ashworth came to Toronto and completed a course in architecture. Building conditions were bad, there was little if any employment for budding Christopher Wren's, and the knight of the T-square had occasion to realize that the wages of Art are meagre. The search for a job was disheartening and the rapid dwindling of his resources taught him the value of having more than optimism laid by for a rainy day. Finally, and by chance he happened to see the electric sign of the Edison General Electric Company, then on Bay Street. The sign attracted him—a virtue electric signs are expected to have. Ashworth bearded a choleric individual behind a formidable desk. The dialogue was brief and to the point.

"I want a job."
"What can you do?"
"Anything."
"When can you start?"
"Right now."
"Then take off your coat."

Ashworth did so promptly, and literally, his coat has been off ever since for the electrical industry. There was no hesitation about the matter; no dickering as to hours or pay. Junior clerk in the engineering department was his official title and twenty dollars per month—nothing found—was the stipend.

There was nothing spectacular about his entry on his life's work. He was "broke" and necessity urged. Thus, he learned the philological art of changing the word Necessity into Successity. Twenty dollars per month is—well, its twenty great big dollars, when you are broke, as many other good men have found before him, and doubtless many more will yet discover.

The Edison Company were building the City and Suburban Railway from Bathurst street to Toronto Junction—buildings were required. They were about to engage an architect. Ashworth bared the secret of his past and confided his knowledge of classic design. He was set to erecting barns. His cautious and painstaking handling of this work won him an assured position, so that when the construction of the Brantford Street Railway and the London Electric Company were undertaken, Ashworth was given charge of the work. Thus it was that he slid into the electrical industry on a T-square, and kept himself there with a compass.

Picked by Nichols

Months of burning the midnight oil now ensued, and hours of study on the manufacture and operation of electrical machines. So thoroughly was this performed and applied that when, in 1892, the late Frederick Nichols organized the Canadian General Electric, and absorbed the Edison Company, Ashworth was one of the very few who were taken over as "chief assets." In judging the right man for the right post Nichols rarely made a mistake. Several years were spent in the engineering department of the new company, and then Ashworth had his turn at selling.

It was necessary in those days more than now, to have a man on the road who could give engineering advice and study problems first hand. Trained engineers are now more readily available, but the men who taught the people of Ontario the value of electricity in those pre-Hydro days had to know the business from the ground up. That Ashworth had the right selling arguments is attested by the fact that he became sales manager in 1902; assistant general manager six years later; director in 1919, and general manager in 1921. The business has grown under his hand, and the company's five thousand employees work in five factories, and in offices from Halifax to Vancouver.

To have worked for thirty years under the late Senator Nichols—the Czar whom none might dispute—can hardly have been a season of frivolous jollity. But the two men were so contrasted in character that the very contrast worked for peace and harmony. It is often enlightening to describe one man by comparing him to another. Thus, what Nichols was—Ashworth is not. Nichols commanded; Ashworth suggests, co-operates and helps. Nichols was a creator, a superlative promoter; Ashworth is the calm operator, and judicial executive. Nichols kept his finger, nay his whole hand, on every department of the business, often to the admitted distress and annoyance of his subordinates; Ashworth has developed departmentalization to an exact science, he realizes that the modern general of industry cannot direct a great campaign and also take a personal hand in every skirmish and reconnaissance. Pep! Verve! Vim! —versus quiet power, calm thought and intelligent action. Ashworth's capabilities might never have aspired to create the industry he now manages, but a creator is rarely an operator, or vice versa.

The problems that confront Canadian business in the next few years call for caution. Success is likely to be the reward of the executive who is rarely elated, never excited, who knows every man and machine in his organization, and who, by earnest work himself, inspires the like in his fellows. The amazing thing about Mr. Ashworth is the total absence of amazing things. He is made, ninety-nine per cent. of him, from the stuff that Edison said makes success—namely, work.

Canadians Pay Duty on Canadian Product

VANCOUVER SUN

On September 13 Woodward Department Store of Vancouver purchased from Sir Edward Kemp's firm in Toronto a shipment of aluminum ware manufactured in Toronto. Shipment was made via New York and the Panama Canal and the goods are now in the Customs House at Vancouver. The Customs Department has just ruled that before releasing these goods the Woodward Company must pay thirty-five per cent. duty, plus six per cent. sales tax, or a total of forty-one per cent. If the shipment had been routed west all rail via a Canadian or American railroad and through Canadian or American territory the Customs Department state that the goods would not be subject to duty, but because those goods went through the port of New York and used cheap water transportation of the Panama Canal our government at Ottawa wants to treat the goods just as if they originated in a foreign country.

In plain language, Ottawa insists on collecting this duty in defiance of the laws of common sense; in defiance of the laws of economics, and in defiance of the Canadian Constitution clause 121, of which reads as follows:

> All articles of growth, produce or manufacture of any one of the provinces shall, from and after the Union, be admitted free into each of the other provinces.

Hon. Jacques Bureau, Minister of Customs, is in Vancouver to-day. His department on the advice of himself and certain of his colleagues has consistently refused to inter-Canadian business the right to use cheap water transportation via the Panama Canal on the theory that our railways would suffer.

The facts are that to-day the whole Dominion suffers. Instead of recognizing the necessity of developing short rail haul transportation to and from tide-water on Atlantic and Pacific, our railroads, supported by Ottawa, seem determined to pile on the backs of Canadians the burden of obsolete and uneconomic all-rail transcontinental traffic.

Such a policy, instead of encouraging the West and British Columbia to buy eastern goods, is forcing us to buy in United States and Europe.

So far Eastern manufacturers have not awakened to the situation, but regardless of what attitude the East assumes British Columbia as an integral part of this Dominion will not stand for such national stupidity and the time has come to definitely say so.

Ottawa has no right to declare that goods shipped from the Sheet Metal Products Company of Toronto are foreign goods, and to attempt to force our people to pay that duty is an insult and a challenge to every red-blooded Canadian who wishes to live in and see Canada grow.

PERSONALS

ARTHUR T. WHITE has been chosen to fill the vacancy on the board of Toronto Mortgage Co., caused by the death of Herbert Langlois. He is a director of the Dominion Securities Corporation.

J. A. McCAMUS has been appointed secretary of the Canadian Life Underwriters' Association and managing editor of The Life Underwriters' News, as successor to J. H. Castle Graham.

A. G. COPELAND, director for Canada of the North American Accident and the Mutual Life & Citizens, sails this week for the head office in Australia. He has been asociated with these two companies in Canada for the past two years.

F. S. B. HEWARD has been elected to the board of directors of the Combustion Engineers Confederation, Ltd., of Montreal, Toronto, Winnipeg, and Vancouver, and for the past five years he has been vice-president and manager of the American branch of James Howden & Co., Ltd., Glasgow.

ROBERT S. WHIPPLE, joint managing director of Cambridge & Paul Instrument Co., Ltd., of Cambridge, Eng., is visiting Canada and will address the engineers of Ottawa at a luncheon meeting on November 13. Mr. Whipple is one of the leading English authorities on the construction of scientific instruments. He was in Canada during the war on a special mission for the British Ministry of Munitions.

THOMAS H. WOOD, who for some years has been a member of the board of Toronto Mortgage, has been elected vice-president to fill the vacancy caused by the death of Herbert Langlois. He has also been elected to the board of Consumers' Gas to fill the post which Mr. Langlois occupied on that board. Mr. Wood is rapidly coming to the front in financial circles. His father was Thos. R. Wood of the insurance firm of Wood and Kirkpatrick. He is vice-president of the Standard Bank and is head of the Balwin Construction Co. He is 47 years of age.

SIMON BRICKER, of Bricker & German, dry goods merchants at Waterloo, died suddenly at his home this week. The deceased was vice-president of the Dominion Life Assurance Co., and of the Waterloo Mutual Fire Insurance Co. and a director of the Waterloo Trust & Savings Co. He played an active part in civic affairs, having been a member of the Town Council for a number of years as well as town clerk and treasurer for a period. At the time of his death he was managing director of the Waterloo branch of the Waterloo Trust and Savings Company. He was a member of the Waterloo Club and of Grand River Lodge, A. F. and A. M.

EDWARD D. MOORE, whose death took place recently in Vancouver, at the age of seventy-five, was for many years an outstanding figure in the industrial activities of British Columbia. Born at Ottawa, Mr. Moore was brought up in the lumbering business in which his father was a prominent figure and very early went to British Columbia. He was for many years at the head of large lumbering interests and about fifteen years ago turned his attention to the establishment of an iron and steel industry. He took a keen interest in the development of the iron ore deposits of the Pacific and many of the valuable properties now within the compass of the Coast Range Steel Company's program were obtained through his activities. The Vancouver Sun declares that his work for the development of a steel industry in British Columbia was accomplished by dint of ceaseless energy and the expenditure of almost a fortune.

FRANK H. ANSON, Canadian captain of industry, died last week, leaving vacant the chief executive chair of the Abitibi Power and Paper Company. Mr. Anson was an example of an American who came to Canada to make his fame and fortune and succeeded by indicating exceptional executive ability. It is a number of years since Mr. Anson became a British subject. His business interests have been thoroughly Canadian from early life. For many years he was with the Ogilvie Milling Company. He was manager of the foreign department of that company, and in 1904 was named general superintendent. After leaving the Ogilvie Company he became interested with D. Lorne McGibbon in the promotion of the Atlantic Sugar Refineries, Ltd., and had charge of the construction and operation of the refinery at St. John, N.B., for some years. He was also vice-president of the company. In order to give his whole time to the development of the pulp and paper industry in Northern Ontario, he retired from the sugar business, and built up the Abitibi Power and Paper Company, which may be said to have been his life's most important work. From the time he started on this enterprise until his death, he untiringly devoted to the company all his great energy and ability, and had the satisfaction of seeing his hopes of establishing one of the largest paper mills in Canada realized before his death. Although he started with only a general knowledge of this basic industry of the country, by application, study and hard work, he became so thoroughly familiar with all its intricate details and ramifications that he was regarded, not only in this country, but in the United States, as one of the dominating figures in the industry. The success achieved by the Abitibi company is credited to Mr. Anson's executive ability. He was recognized as a strong and forceful character and a man who could inspire others. Difficulties were faced squarely and overcome. He became president of the company on its reorganization in 1914.

Two Attractive Issues for Reinvestment of Incoming Funds

Province of Ontario
Twenty-five Year 5% Bonds
Due 15 October, 1948.
Denominations: $500 and $1,000.
PRICE: 98 and interest yielding 5.14%

City of Toronto
Due 1 December, 1944-1949.
Payable in New York and Canada.
Denomination: $1,000.
PRICE: Rate to yield 5.20%

These and many others are fully described in our November list, copy of which will be gladly supplied on request.

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INVESTORS' INQUIRIES

Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.

COLUMBUS KIRKLAND-LORRAINE CONS.

Fergus Reader.—Would you be good enough to let me have your advice on the following stocks to buy at present prices: Columbus-Kirkland, Lorraine Consolidated.

Columbus Kirkland and Lorraine Consolidated are highly speculative. There seems to be considerable manipulation in the market of the latter. The mining market offers much better speculation than either of them.

SOUTHERN CANADA POWER

H.S.L., Winnipeg.—In this week's FINANCIAL POST there is an announcement of Southern Canada Power declaring a dividend of $1 on common shares. Does this mean that a regular quarterly dividend has been inaugurated?

The dividend declared on Southern Canada Power common was not in the nature of an initial quarterly distribution. No dividend policy was announced by the company at the time the dividend was paid, and until such dividend policy has been formulated this disbursement must be considered as an isolated dividend.

BINGO GOLD MINES

Banker, Sask.—We own development shares in Bingo Gold Mines, 200 shares, 65c. Would you advise whether or not these are at present worth holding. What will be the position of our shares when the deal in England is concluded?

Your shares in the Bingo Gold mines of Northern Manitoba are worth holding. This is an interesting little operation and well-financed by English people. It is understood that a good mining effort is being put forth. We have not the details of the deal with the English interests to hand, but are taking the matter up with Pres. Meyers, and should be able to publish the information shortly.

NATIONAL BREWERIES

F. A., Montreal.—I propose purchasing 20 shares of National Breweries common with a view to holding as an investment. I shall appreciate it if you will favor me with your opinion regarding this stock.

National Breweries is a stock with a $25 par value, and in considering the market price this must be allowed for. At the present price of around 52 the stock is selling at more than double its par value, and the 16 per cent. dividend means, therefore, a yield of something like 8 per cent. This, however, is a good yield, especially when it is considered that the sales of the breweries have been increasing this year, and there have been other factors to improve their position.

THOMPSON-KRIST

P. J. M., North Bay.—As a subscriber to your paper I would be glad to get a line on Thompson-Krist. Have they cleared their $40,000 debt? It doesn't seem reasonable that Thompson-Krist with their location and the fact that they have 1,200,000 shares in the treasury should have difficulty in clearing their debt. Are they playing a game of freeze out?

It is understood that Thompson-Krist has started action against the North Crown. The latter, it is stated, has told the T. K. firm that it can have its property back when it pays up its indebtedness, which was taken care of by the Porcupine Crown. The property is a good one, and shareholders would do well to hang on rather than let their shares go for the paltry sum they would get at the present market.

STEEL OF CANADA

F. A., Montreal.—Would like your opinion regarding Steel Company of Canada common.

In steel there has been some slowing down of activity during the past two or three months, but, on the whole, production of steel and steel products in Canada has been distinctly higher this year than in 1922. The outlook is for still better business both in domestic and export trade and the Steel Company of Canada is in a position to benefit materially from an expansion of business that comes. The stock is selling at a fairly low level, probably because of some doubt felt by investors in regard to the continuance of the dividends. Over a fairly long term, though, the stock should give an excellent account of itself.

GREENING WIRE BONDS

R.H.M., Ontario.—Will you kindly let me have your opinion as to the security behind the $800,000, B. Greening Wire Co., first mortgage 6½%, 20-year bonds due July, 1943. Does this bond compare favorably with the better majority of industrial bond issues now on the market?

The bonds of the Greening Wire Co. are secured by a first mortgage on the company's real estate, fixed plant, and machinery, at Hamilton. The mortgage is only $800,000, while the assets are stated at $2,124,975 in a valuation which appears reasonable. The company has wide connections in its field, and the management have demonstrated their ability to operate successfully over a period of years, the net earnings being over four times the amount of the bond interest. They rank well in this class of investment.

TRINIDAD TELEPHONES

Reader, New Brunswick—Can you give me any information about the securities of the Trinidad Telephones Limited, through your Investors' columns?

The Trinidad Consolidated Telephone, Limited, has a first mortgage bond issue of $300,000 ($285,000 outstanding) bearing interest at 6 per cent., and maturing Jan. 1, 1939, but subject to call at 110. There is also $210,000 of common stock outstanding.

The net earnings for the year ending June 30, 1922, were $32,345, and the bond interest was $14,440, leaving net profits for shareholders of $17,905. This year the earnings were $40,137, bond interest $17,677, leaving $22,460 for net profits.

Dividends have been paid steadily since 1915, and are now on a 9 per cent. basis.

MUNICIPAL BANKERS' BONDS

Ordinary Investor—Enclosed please find prospectus of a Municipal Bankers Corporation bond I have been canvassed to buy. The agent who interviewed me said that it was a safe investment. Will you please tell me if it is a wise investment for a man of ordinary means?

The Municipal Bankers' Corporation is managed by men with wide experience in financial and business affairs. The bonds are secured under a trust deed by debentures and mortgages selected by the management, and are highly regarded. The security behind them will be further increased when the sinking fund, provided for in the trust deed, begins to operate in five years.

As a general rule, investors should have some good government or municipal bonds before branching out to other classes of investment, as these are readily saleable at all times. Under such circumstances the Municipal Bankers' bonds are attractive both as to safety and yield for investment by anyone of moderate means.

ASBESTOS MINES

J. B., Montreal.—I have bought some Asbestos Mines bonds. What do you think of the possibility of their being redeemed at 110 in the merger with Black Lake Asbestos? The salesman told me they would be redeemed at this price shortly.

While it seems likely in the merger of Asbestos Mines with Black Lake Asbestos Corporation that the present bond issue of Asbestos Mines will be redeemed at 110, this is by no means definite and depends upon a number of factors. The merger may not materialize as expected, and, moreover, a way might be found to finance the merger without the redemption of these bonds. In any event this would be a very expensive piece of financing for the owner of Asbestos Mines, Mr. J. A. Jacobs, for to bear the expense of selling 8 per cent. 10-year bonds and then redeem them within a few months after issue at a ten points premium is a rather unusual course.

We consider these bonds as somewhat speculative, but, of course, the purchaser may feel that the 8 per cent. yield compensates him for the slight elements of hazard that are to be found in them.

In any event we would advise any purchaser to discount entirely the prospects of having his bonds redeemed shortly at 110.

CLYDE & SISSIBO SECURITY

Bond Agent, Ontario—We sold last spring, several thousand of the Clyde and Sissibo Pulp Co., 1st mortgage issue, guaranteed by Becker & Co., of London. Within the last few days we have noticed in the press that Becker has gone into the hands of a receiver. Will you kindly let us have your opinion as to the security behind this issue at the present time? Is there any present danger of the principal and interest payments being affected?

The bonds of the Clyde & Sissibo Pulp Co., outstanding amount to $500,000. They are secured by a first mortgage on the plant, water powers and timber limits of the company. These are well situated in the province of Nova Scotia and were valued recently at well over $100,000. There appears to be ample security to protect the bondholders against ultimate loss.

The immediate effect of the Becker failure is not so clear. The unconditional guarantee of the principal and interest of the bonds by this company will lose much of its value. We understand a claim for the amount of the guarantee is being registered with the receiver. What action will be taken by the latter is not yet known.

The company's output was sold through Becker & Co. Efforts are being made to sell it through other well-known firms. As the properties are exceptionally well situated and the product is highly regarded, it is very unlikely that any default will occur on the bonds, which would make it necessary to call on the guarantor.

SIX MINING ISSUES

J. A. H., B.C.—Kindly give me your opinion of the following mines as prospects:—International Nickel; Little Rochester; Dome; Newray; Lorraine; Keeley. How is the labor situation at Dome and International Mines? Does Little Rochester adjoin Hollinger?

International Nickel, which recently advanced the wages of its miners, has now plenty of hands. There are certain indications that there will soon be a surplus of miners, as some of the large copper companies of the Western states may soon close. International Nickel is working at capacity but it is faced with the problem of marketing its nickel product. The copper market is none too good either. The peace-time prices of nickel are much below those which prevailed during the war. It looks like a long hold.

Dome earnings have steadily mounted until they are now about the pinnacle. The recent six month statement showed the half year's dividend earned by a good margin after caring for depreciation.

Newray is a prospect in the Porcupine camp. It is under the efficient operation of the Coniagas Silver Mines, which company is spending a large sum of money to test out the property. It promises a speculator a good run for his money.

Little Rochester is evidently the old Cobalt silver proposition that passed out long ago. The Rochester property next to Hollinger in Porcupine is being operated by the Canadel Mines, a British concern which purchased it.

Lorraine Consolidated is a speculative venture in South Lorraine. It has a chance to get some silver.

Keeley Mines also operate in South Lorraine. It is at present paying 16% and has some wonderful ore in sight. It is a good mining speculation.

YIELD OF PRODUCERS

F. H. C., Nova Scotia.—Since receiving your letter of a few weeks ago I have purchased the following:—

Lake Shore,	100	shares	$2.37
Newray	100	"	.45
Goldale	100	"	.56
Vipond	200	"	.79½
C. W. Dome	500	"	.29

Some were chosen for an early advance and some for a longer hold. I would consider taking on a few hundred additional shares but would prefer shares of prospects that will shortly begin or resume production and that hold out a reasonable or good prospect of paying dividends or advancing in price. I would be pleased to have your opinion on some half dozen propositions as above mentioned. What are the present dividend payers selling at, their rate of dividend and the yield?

You did very well with the last list that we sent you. Your choice of stocks is good and should net you a good return over a fair period of time. In regard to an additional list, we suggest Night Hawk Peninsula. This stock is not as yet listed. It has been selling for $1. There is some trading in unlisted security circles at from 90 to 95 cents. The stock will likely be listed in from 60 to 90 days. This is a splendid mine.

Castle Trethewey, a silver proposition in Gowganda mining camp, controlled by the McIntyre interests, is a property of promise. A mill is now being erected. Ore reserves are tremendous. Selling around 36, this stock should bring you a handsome profit inside a year.

Tough-Oakes Burnside is a speculation that should bring a good return in about six months by which time it is expected that the mill will have resumed operations. They are opening up substantial bodies of high grade ore.

Mining Corporation, Keeley, Nipissing, the latter two paying dividends and Trout Lake Lorraine, the latter a subsidiary of the Mining Corporation, are all properties of promise. Mining Corporation is selling well below par. It used to pay 50 cents a share yearly. It has 500 acres in South Lorraine and many other properties.

The dividend payers and yield are:—

Stock	Dividend	Pres. price about	Yield
Dome	$1 quar.	$37.00	10.81
Hollinger	1%, 4 wks.	11.00	5.90
McIntyre	15%	16.70	4.47
Lake Shore ..	2% quar.	3.40	2.35
W. Hargreaves	15% ann.	3.00	5.00
Nipissing .. .	18% ann.	5.80	15.51
Keeley	16% ann.	1.90	8.04
Coniagas	Intermit.	2.20	
La Rose	"	19½	

MANY OLD MINES

W. E., Montreal.—I hold the following:—Portland Oil Co., Portland; Stemwinder Gold Co., Fairview, B.C.; Montreal Gold Fields, B.C.; Montreal-Oregon Gold; Fairview Corporation, B.C.; The English Canadian Co., London; Pay Ore Mines, B.C.; Atlas Mining Co., Ont.; Diabase Mining Co., Ont.

I am anxious to know if any of the above are still doing business. Are the shares worth selling?

We are afraid that your list of mining stocks is made up mostly of has-beens.

In regard to the B. C. companies we have searched the records of the mines branch of that province for ten years back. We found reference to concerns that may be the ones you are asking about.

In your list there are two U. S. mining concerns. We do not keep record of U. S. concerns.

The following data may enable you to reach a conclusion on the list:

Portland Oil, a U. S. company.

Stemwinder Mining Co. There is a Stemwinder property now a part of the Consolidated Mining and Smelting group. It adjoins the famous Sullivan property. They could perhaps tell you at the head office, Drummond Bldg., Montreal.

Montreal Goldfields, of B. C., fate unknown.

Montreal and Oregon, U. S. company, incorporated in W. Virginia.

Fairview Corporation. The only reference in the reports to a Fairview enterprise speaks of it as not having been commercially successful owing to the cost of transportation.

English-Canadian Co., England. Fate unknown.

Pay Ore, Rossland. Not in records of past 10 years.

Atlas Gold Mines, Limited. Israel Singer, president, head office 133 Queen St., West, property in Shining Tree. Shares selling for 4½ to 5½ cents a share. It is a highly speculative venture.

Diabase Silver Mines, an Ontario company which has appeared only once in the records of the Ontario Department of Mines. That was eleven years ago when the date of the charter was announced. It has not appeared since, and is presumably dead.

CURRENT OPINIONS

A BAD INVESTMENT
(Edmonton Bulletin)

Apparently the National Merchant Marine is on the rocks, high and dry, and may as well be accounted something like a total loss. Originally the 65 vessels cost $53,000,000, an outrageous price, due to high construction costs prevailing after the war. In the interval they have piled up deficits which make their total absorption of taxpayers' money $70,000,000. They are not built for carrying grain on the lakes, and seemingly cannot operate on the high seas without losing about ten per cent. of their capital cost per year. No doubt they can be sold for some fraction of what the country has spent on them, but only a fraction. And as they are losing heavily and steadily, the sooner they are got rid of the less cause we will have to remember them.

THE SALES TAX CONCEALMENT
Canadian Machinery

Shall licensed manufacturers and wholesalers show the sales tax which comes into effect on January 1, 1924, as a separate item on their invoices? That question has been the subject of controversy since the introduction of the tax.

In the metal working industry the majority of executives believe that only by keeping the tax distinct from the price can the true price of the Canadian product be preserved for purposes of comparison with the cost of similar articles in competing countries where no sales tax levy exists. Moreover, they argue, the sales tax was originally intended as a temporary revenue producing measure which is being collected by the manufacturer on behalf of the government and should not be concealed but kept distinct as such.

Attention is also drawn to the fact that, since the world war, tariff reductions have been more or less coincident with sales tax increases, and if these increases have been necessary to replace revenue lost by tariff reductions for political effect, then it is important that the existence and extent of the sales tax should be kept before the public lest further tariff reductions be followed by further increases in the sales tax—all more or less at the expense of the selling price of Canadian manufacturers in competition with other countries.

IDEAL BUSINESS CONDITIONS
(Toronto Star)

THE FINANCIAL POST refers to Montreal as "a city where ideal business conditions prevail; where hard work, long hours, sane living are still the only short cuts to success, and where success is not yet a crime; where schools don't make men and women discontented by educating them beyond their mental capacity; where men who build great industries are appreciated; where colleges do not offer opportunities to men who teach that capital and robbery are synonymous; and where public men, preachers, teachers and writers are guided in their utterances and policies by the teachings of experienced leaders, and not carried away by the theories promulgated or the fear inspired by political demagogues or mental degenerates."

It is evident from the POST's article that this is intended as a comparison between Quebec and Ontario; between Montreal and Toronto where the POST is published. The suggestion is that success in this province is considered a crime, and that leadership is in the hands of mental degenerates. It is, of course, too absurd to require refutation. But the comment is of interest because it discloses the POST'S idea of what ideal business conditions would be. There would be long working hours; the "lower classes" would be kept in ignorance lest they become discontented, and "public men, preachers, teachers and writers," instead of being leaders themselves, would be "guided in their utterances and policies by the teachings of experienced leaders." What can this mean except that they would be swayed by "big business"?

To this eighteenth century conception of "ideal business conditions" Toronto has no desire to conform. But whenever the bells chime, the POST becomes a Trotty Veck and hears them saying:

"Oh, let us love our occupations,
Bless the squire and his relations,
Live upon our daily rations,
And always know our proper stations."

Look Before You Leap

"I have recently purchased —— shares of ——, what do you think of it?"

This is a question which occurs with exasperating frequency in the inquiries which come to the attention of the editor of this page. And in the majority of such cases—the question obviously comes from an inexperienced investor—the answer is that the money "invested" is gone, or going. The "investor" has been carried away by the glowing promises of a clever stock salesman and taken the plunge enthusiastically. The enthusiasm, departing with the salesman, he—and very often she—starts to think it over. The result is that there is a call for first aid. Truly, the editor would like to reply in such cases that the proposition is a wonderful one, that great foresight and acumen has been displayed, and that the investor will be showered with profit as the result; but alas, the almost invariable answer has to be that the stock is of little value—seldom even a good gamble. The speculator is disappointed and he does not thank us for opening his eyes to unpleasant realities.

Bank managers and others having to do with deposits or trust funds have similar experiences. This is indicated in the following from a pamphlet issued by the Bank of Toronto:

Depositor is induced to withdraw his earnings and invest them in ventures of the most risky character, when, if he would only take his banker into his confidence, he might place his earnings in an investment that would be safe and sound. Many a man is dependent on his daily toil for a living at the age of 65 because his savings of earlier years have been swept away through bad investments.

A savings depositor in the Bank of Toronto was recently approached by a stranger who offered as a special favor to sell him 100 shares in a company at $90 a share, which he said was $10 a share less than they were worth. Our depositor, who was not taking any chances, came to us for our advice. We investigated and found that these shares that were being offered to him at $90 each could be bought for $35. In the meantime the "stranger," knowing his prospective customer was going to consult his banker, disappeared and will surely not return.

THE FINANICAL POST and the banks and other institutions and individuals are anxious to protect investors, and to curb the enormous losses being incurred by the purchase of fake stocks. But when advice is asked after the transaction has been made we can only convey bad news—and those who convey bad news do not make many friends.

Investors should look before they leap—and in looking, ask advice. We can then serve our readers, and in protecting their funds make friends for THE FINANCIAL POST.

ASC INVESTMENT-SERVICE

Trading Department

CLOSE communication is maintained between our widespread system of branch offices in Canada and New York, by telegraph, private wires and telephone.

By this means we are able to render rapid, accurate and favourable service to investors seeking to buy, sell or exchange securities. For instance, it often happens that a security for which there is no demand in Quebec may have a good market in British Columbia, New York or London.

The advantage of dealing with so large an organization will be at once apparent to experienced investors.

We shall be pleased to add your name to our mailing list for "Investment Items", which is a sound review of current financial conditions.

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Public Utilities for Secure Investment

Bonds

Quebec Power 1st 6's, Oct. 1, 1953, at 95 to yield approx. 6⅜%.

Montreal Tram. Perpet. 5's at market to yield approx. 6¼%.

Jamaica Public Service 1st 6½'s, 1943, at 100 to yield approx. 6½%.

Stocks

Ottawa L., H. & P. 6½% Pfd. at 100 to yield approx. 6½%.

Bell Telephone of Canada 8% Common at market to yield approx. 6¼%.

Jamaica Public Service 7% Pfd. at 95 to yield 7⅜%.
Listed Montreal Stock Exchange.

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		Maturity	Price	Yield
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City of Toronto........	5%	Due 1st July, 1935	97.79	5.25%
City of Toronto........	5%	Due 1st July, 1949	97.17	5.20%
City of Toronto........	5%	Due 1st July, 1950	97.12	5.20%

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FOREIGN CAPITAL NOW INVESTED IS $4,640,000,000

(Continued from page 1)

try is found to be $1,890,000,000, and the amount of foreign investment $325,000,000. This totals $4,640,000,000 as follows:

United States	$2,425,000,000
United Kingdom	1,890,000,000
Foreign	325,000,000
	$4,640,000,000

Britain Leads in Railways

The United Kingdom still holds the bulk of Canadian railway securities. C. P. R. common shares may be regarded as typical. Nearly one half, or 47.80 per cent. of the company's shares are held in the United Kingdom, as is also the largest share of the preferred stock and the perpetual debenture stock. There is 24.10 per cent. of the shares outstanding in the United States and only about $30,000,000 of the total of over $250,000,000 of debenture stock.

The total capital liability of Canadian railways had reached the staggering sum of $2,996,038,216 at the end of 1921. This included capital stock of $1,372,545,165, much of which was without value; funded debt of $826,542,776, a proportion of it held by the Dominion government and representing no recoverable value; cost of government railways; $240,361,575, spent by the Dominion and $25,230,003 spent by the provinces; and governmental advances of $349,088,697. Much of this vast total has to be wiped out in considering the amount of capital that is now invested in the railway systems of the country, but after doing this and analyzing the distribution of ownership of securities it is found that the total foreign investment in Canadian railways is $1,265,000,000, representing the largest foreign investment in any type of Canadian enterprise.

Holdings of Public Bonds

The next most important foreign investment in Canada is represented by the holdings of investors in other countries of the bonds of the Dominion of Canada, of the nine provinces and of hundreds of municipalities of Canada. This outside capital has been put to many productive uses—the building up of towns and cities, streets, waterworks systems, street railways, telephone systems, state-owned railways, canals, etc. These holdings total $1,162,000,000.

Investments in Industry

The amount of outside money invested in Canadian industry is in the neighborhood of a billion and a half dollars, but in the present calculations much of this has been shown under different headings, such as forestry, mining, etc. Nevertheless, the amount invested in industries not otherwise shown totals $691,000,000.

Next in importance comes forestry. To a very substantial degree capital from outside the country has contributed to the building of saw mills, pulp and paper mills and to the exploitation of forest lands. The total foreign investment in forestry operations is estimated at $425,000,000.

Canadian mines have also been developed under the impetus of foreign capital to the amount of $325,000,000. Included are gold mines, silver mines, coal mines, quarrying operations, etc.

Foreign investments in Canadian lands can at best be guessed at and the one guess may be as good as another, but more definite data exist to guide one in forming an opinion as to the amount of mortgage money loaned through trust companies, loan companies and private individuals on Canadian real estate. The total is set at $150,000,000 for mortgages, and $175,000,000 for land.

Under the heading of public services a wide list of enterprises has been grouped, including water power developments, public utilities, street railways, hotels, construction and repair industries, merchandising concerns, etc., and the foreign investment is figured at $278,000,000.

Banking and Insurance

A large amount of capital has been supplied to Canadian banks from abroad, and this without including short term capital in the form of deposits. Canadian fire and casualty insurance is dominated by outside capital, but life insurance is more largely in the control of Canadians. But there exists a foreign investment of $127,000,000 in Canadian banking and insurance.

Canadian fisheries have about $9,500,000 of outside capital, and this includes fish canning and curing factories.

Outside investments in Canada may be summarized as follows:

Railways	$1,265,000,000
Public securities	1,162,000,000
Industry	691,000,000
Forests	425,000,000
Mining	354,000,000
Public services	278,000,000
Land	175,000,000
Mortgages	150,000,000
Banking & Insurance. ..	127,000,000
Fisheries	9,500,000
	$4,636,500,000

Articles will follow shortly to show the division of this foreign capital between the United States, the United Kingdom, and other countries.

Offering Balance of Keefer Realty Bonds

W. A. Mackenzie & Co. are offering $200,000 6½ per cent. first mortgage bonds of the Keefer Realty Corporation. This is the unsold balance of an issue of $750,000.

These bonds are secured by a closed first mortgage on property located near the centre of the retail shopping district of the city of Montreal. The combined cost of land and building gives a valuation of $1,250,000.

Under the Trust Deed securing the issue, a sinking fund is provided which will retire $15,000 of bonds annually from 1926 to 1932 inclusive and $22,500 of bonds annually from 1933 to 1942 inclusive. The bonds redeemed by sinking fund are to be cancelled and the sinking fund is to be further increased each year by the interest on all bonds so cancelled.

In addition to the sinking fund already provided, the trust deed further requires that the corporation must accumulate and maintain out of income a reserve fund of $50,000 and that no dividends may be paid on the capital stock of the corporation until this reserve has been accumulated and it cannot be impaired through payment of dividend.

NEWS AND VIEWS ABOUT BONDS

BOND PRICES ARE WEAK AS BUYING BECOMES EASIER

Institutions Out of Market; Cleaning Up Unsold Balances

The immediate prospects of the bond market have caused slight uneasiness to some dealers during the week, although the situation is healthy when a long view is taken of all factors. The slower buying movement of last week has continued and salesmen are meeting with more resistance. Some dealers have been holding more than an average amount of bonds. With the banks pressing for lower overdrafts in an effort to make their liquid position more secure, some selling has taken place.

The institutional buyers took up good-sized blocks of the Dominion and Ontario issues. This has placed them temporarily out of the market, except for bargain lots. Consequently the buying is left largely with the private investor. Much of the money received on Nov. 1, will be used for purposes other than investment.

The level of prices is now such as to induce shrewd investors to enter the market, as the underlying factors still point to firm prices. The heavy financing of the year has been completed and there is no evidence of issues sufficiently large to affect the market, being offered. Good mortgages are hard to get, and the banks have an unusually large portion of their funds in cash for this time of year. Slight excuses only would be necessary to warrant their purchasing marketable short term securities. Trading has shown a tendency to slacken with a smaller interest in the Dominion issues.

Sell Alberta Issue

The market in New York has continued weak and only odd lots of bonds have come into this market from there. However, bonds at reduced prices are readily absorbed, as is illustrated by the reception of the Province of Alberta's $9,000,000 issue of 5½ per cent. three, five and ten-year bonds, offered in New York at a price of par and interest. There are three blocks of $3,000,000 of each maturity. The syndicate offering the issues was composed of Wood, Gundy & Co., A. E. Ames & Co., Dominion Securities Corp. and Dillon, Read & Co. The proceeds of the sale of these bonds will be used entirely to meet maturing obligations in New York, and thus no addition to the provincial debt is involved in this financing. The cost to the province has not been made public.

Buy Point Grey Bonds

Point Grey sold $50,000 twenty year 5½ per cent. road debentures to V. W. Odlum & Co., at 99.23. The council has a further $285,000 of school bonds, but will not sell them at prevailing prices. The bids were:

V. W. Odlum & Co.	99.23
Canadian Financiers' Trust . ..	99.10
British American Bond Corp. ..	99.06
Royal Financial Corp.	98.87

An issue of $100,000, 5½ per cent., 30-instalment bonds of Jonquiere, Que., was purchased by Versailles, Vidricaire & Boulais, Ltd., at 97.20, the money costing the municipality approximately 5.75 per cent.

The same company also bought $40,000, 5½ per cent., 30-instalment school bonds at 96.51, an approximate cost of 5.82 per cent.

A Three Rivers' bond issue amounting to $115,000, with interest at 5½ per cent. and repayable in 20 years, was awarded to L. G. Beaubien & Co., at 98.78. The bids were:

L. G. Beaubien & Co.	98.78
Wood, Gundy & Co.	97.88

Will Issue $250,000 of Connors Bros. Bonds

A newly-organized company has taken over the plants, holdings and other assets of Connors Bros., Ltd., Black's Harbor, canners of sardines. A. N. McLean, of St. John, N. B., is president of the new organization, and Doherty-Easson Co., bond dealers, Toronto, will shortly sell a bond issue on behalf of the new company for $250,000. These bonds will be for fifteen years, and will bear 6½ per cent. The new capital will be for the purpose of extending the business of the company, as it is felt that the present output can be doubled. The business of Connors Bros., which has been in process of development for several years, is now one of the largest in the world in the fish packing field. The products of this factory are shipped to many countries.

P. W. Connors remains as vice-president of the new company and will be in charge of the plants. The new directors of the company are H. P. Robinson, J. M. Robinson, J. M. Scobil, all of St. John, N. B., H. B. Hill, Freedricton, N. B., and C. H. Easson, Toronto.

AMERICAN BOND SALES

The following table, compiled by The Daily Bond Buyer, of New York, shows the total output of long-term State and municipal bonds in October and the ten months ending October 31, for the last ten years:

	October	Nine months ending October 31
1923	$ 95,345,898	$ 885,193,379
1922	75,124,658	1,132,701,766
1921	125,126,375	948,135,416
1920	62,592,014	627,494,610
1919	117,284,139	634,775,848
1918	10,292,635	217,274,175
1917	22,834,348	389,728,199
1916	56,943,946	433,285,461
1915	27,620,693	422,985,369
1914	11,332,910	381,995,569

October Bond Sales

Bond sales during the month of October amounted to $59,497,820. Of this total $54,497,820 was raised in Canada and $5,000,000 in the United States. For the ten months ending with October, the sales amounted to $349,556,738. The record for October and for the ten months is as follows:

Municipal	$ 2,047,820
Provincial	40,150,000
Corporation	17,300,000
Total for October	$ 59,497,820
Where Sold	
In Canada—	
Municipal	$ 2,047,820
Provincial	40,150,000
Corporation	12,300,000
	$ 54,497,820
In United States—	
Corporation	$ 5,000,000
Year to Date	
January	$ 37,890,162
February	51,758,746
March	23,609,657
April	18,218,469
May	22,279,363
June	41,216,162
July	30,326,983
August..	1,991,400
September	62,767,976
October	59,497,820
	$349,556,738

CANADIAN ELECTED VICE-PRESIDENT AT BANKERS MEETING

Association Is Attempting to Cut Down Investment Waste

At the annual convention of the Investment Bankers' Association of America, in Washington, D. C., last week, a Canadian, J. A. Fraser, of the Dominion Securities Corporation, Toronto, was elected a vice-president of the association for the coming year. Mr. Fraser has been on the executive for some time and is familiar with the work being done. His new appointment is an evidence of the growing importance of Canada as a market for securities.

The convention was attended by several well known investment bankers from Canada, including the following: J. A. Fraser, of the Dominion Securities Corporation, F. J. Coombs and F. E. Chapman, of A. E. Ames & Company, R. A. Daly and A. W. McLennan, of R. A. Daly & Company, H. W. Lofft and E. G. Spalding of Wood, Gundy & Company, Kingsley Jarvis of A. Jarvis & Company, and Russell D. Bell of Greenshields & Company.

Those attending the meetings report that they were highly successful. The association includes in its membership many old-established firms, some of which where in the business before the Civil War.

The prime object of the association is to direct funds into safe investments, and to combat and restrain the enterprises and influence of dealers in securities that are fraudulent or questionable in character. That there is room for work of this kind is emphasized by the fact that the economic waste in the United States, due to the issuance and sale of worthless securities, was estimated at the enormous total of $500,000,000 per annum. The association, Mr. Fraser points out, is seeking by co-operation and by publicity to educate the public and divert the flow of funds into safeguarded investment channels.

Those attending the convention were received by President Coolidge, who concluded an address to them as follows:

"You provide an opportunity to those of our citizens who are of a thrifty and saving disposition, and that in itself warrants your business activities. But you do more than that. You provide for a gathering together of the resources of the nation, putting them in order for the purpose of supporting the industries and commerce of the nation. If there is anybody interested in honesty in the transaction of business it is those who are engaged in making the investments of the nation, and it is a great pleasure to commend with an almost universal commendation the honesty and the character of those who are engaged in this great enterprise.

"It is almost impossible to weed out every undesirable element, but the country has come to know that it can rely upon the honesty of the representations made by its investment bankers. More than that, here is an additional service you can render: it is coming to realize it must depend upon your assistance and your help to weed out those who are not desirable by reason of not maintaining a high standard of ability and honesty. It is that opportunity especially I want to leave with you."

LARGE INVESTORS REJECTING MANY MORTGAGE OFFERS

Fear Drop in Prices—Western Situation Shows Improvement

While the supply for funds for mortgages is large, the number of mortgages being placed is somewhat contracted. Institutions which place much of their money in mortgages, find difficulty in securing suitable offers. One executive of a large insurance company states that only a fraction of the applications received are accepted. While seven per cent. is the rate most in evidence, the companies will as a rule accept 6½ per cent. where really good security is offered.

There is a feeling that the long-expected point has been reached in some cities, especially Toronto and Montreal, where the supply of houses has overtaken the demand. In view of this, recessions in prices are expected and instances where houses are being offered to-day at prices considerably lower than those of six months ago are frequent.

While the companies are not placing much new money in the West, they are watching developments there carefully and many officials are visiting the western districts. C. S. Macdonald, general manager of the Confederation Life Association, who has just completed a tour of the Western provinces, affirms that the evidences of improvement will continue as the realization of the merits of more scientific farming become more marked. On the whole, he believes, the situation has improved measurably, because of the record crop harvested, but the experience of certain sections where partial crop failure was experienced only served to emphasize the necessity of greater diversification of operation and product.

The crop in Manitoba was disappointing, Mr. Macdonald states, especially in southern sections of the province. There is little prospect accordingly that loan companies will be able to collect on mortgage accounts in the southern area of the province, and it is probable that both loan companies and banks will have to co-operate and carry the farmers in that section until another crop is harvested.

In Saskatchewan, Mr. Macdonald states, the crops were better, although not up to standard in the south. In Alberta, on the other hand, record yields were being reported, and the aggregate returns to the farmer were never greater. Collections on mortgage accounts in Alberta and Saskatchewan were fairly good, and better than last year on the whole. However, not many farmers would be able to effect complete retirement of their outstanding accounts. The idea of paying off the accumulation of debts by one crop is largely dissipated, as it is realized that two or three years of good crops will be necessary.

$500,000 OF BONDS OF JENKINS BROS.

Royal Securities is Financing Important Manufacturer of Valves and Rubber Goods

MONTREAL.—A new bond issue is being offered by Royal Securities Corporation of $500,000 of Jenkins Brothers, Limited, a strong industrial company in the Canadian field that has as its chief business the manufacture of valves. This company's factory is in Montreal, where Jenkins' valves and rubber goods are turned out for the Canadian and export markets under patent rights from the American company in New Jersey.

The bond issue is for $500,000 of 6½ per cent. first mortgage 20-year bonds, with a sinking fund featured. They are being offered at 98.35 to yield the investor 6.65%.

Valuation of real estate and other fixed assets that rank as security for the bonds is given as $1,100,645, while working capital is placed at nearly $650,000.

Of earnings it is stated:

"Net earnings, after government taxes but before depreciation, and available for bond interest for the eight years 1915-1922, inclusive (including loss of $65,807.66 in 1921) have averaged $101,481.76, as compared with maximum annual interest requirement of $32,500 on this bond issue. Earnings for the eight years have, therefore, averaged over three times bond interest.

"For the six months ended June 30, 1923, net earnings, after providing for government taxes and available for bond interest were $80,356.64, at the rate of $160,713.28 per annum, or nearly five times maximum interest requirements of this bond issue."

BOND MOVEMENTS OF THE WEEK

Week Ending November 6.

BONDS—	Rate Int.	Year Due	Yield	High Range	1922 Low	Range 1923 High	Low	Latest Price Ask	Bid	High	Low
Bell Telephone	5	1925	5.65	98	94	101.90	97	—	98	98½	—
Can. Bread	6	1941	6.13	99	98½	100	96	98½	98	98½	—
Can. Cement	6	1929	5.42	100¼	94	103	100	—	102	103	—
Cedar Rapids	5	1953	5.27	97¼	93	98¼	93	96¼	94¾	96	95
Cons. Rubber	6	1946	6.07	100¾	88	102½	99	99	—	99	—
Dom. Iron	5	1929	6.70	94	82½	94	91	91	—	91	—
Dom. Textile	6	1925	5.75	100	98	100½	99¾	—	100½	100½	—
Montreal Trams.	5	1941	5.87	93½	87½	96½	89	90	—	90	—
Nat. Breweries	6	1939	5.56	101½	97	104¾	101	—	—	104¾	—
N. S. Steel	5	1959	6.00	90	78½	92	82¾	85	—	85	—
Penmans	5	1926	6.60	94¾	90	97	93¾	96¾	—	95	—
Quebec Rly.	5	1939	6.77	87¼	65½	83¼	68	—	82	82½	82
Rio Janeiro	5	1935	7.20	87¾	76	87	82	87	85	82	—
Sao Paulo	5	1929	7.66	91½	80	90¼	86	87	86	87	86
Steel of Can.	6	1940	6.07	100¾	97	102½	99	101	99	99¼	—
Wabasso	6	1947	6.67	94	89½	96⅜	90¾	92	—	92	91½
Wayagamack	6	1951	8.10	88¾	71¾	86¾	76	76½	—	76¾	76
War Loan	5	1925	4.74	96.30	96.10	100.95	99.10	100.60	100.50	100.50	100.00
Do.	5	1931	4.86	99.60	96.25	101.80	99.80	101.00	100.90	101.00	100.40
Do.	5	1937	4.73	101.50	99.50	103.30	102.00	102.80	102.70	102.75	102.30
Victory Loan	5½	1924	5.13	100.75	98.00	101.60	100.10	100.45	100.35	100.60	100.10
Do.	5½	1927	4.89	102.70	99.75	103.50	101.75	102.55	102.45	102.25	101.90
Do.	5½	1933	4.84	104.35	101.25	106.70	104.40	105.25	105.15	105.35	104.90
Do.	5½	1934	5.26	101.35	98.30	103.90	101.30	102.10	102.00	102.50	101.60
Do.	5½	1937	4.81	106.35	103.00	108.45	106.50	107.25	107.15	107.40	107.00
Do., Refund	5	1928	5.17	.....	.....	99.70	98.80	99.35	99.25	99.70	99.00
Do., Refund	5	1943	5.15	.....	.....	98.55	97.90	98.35	98.15	98.55	98.00
Do., Renewal	5½	1927	5.33	101.10	99.40	102.80	100.00	100.75	100.00	101.00	100.50
Do., Renewal	5½	1932	5.28	101.00	99.70	103.15	100.80	101.70	101.60	102.25	100.80

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UNLISTED BONDS

	Bid	Asked
Abitibi Gen. Mtge. 6's 1940	94½	96
Algoma Steel 5's, 1962	..	88
Amer. Sales Book 6's 1927	98	..
Ashdown Hard. 5%, 1928 c.	94	..
Brompton P. & P. 8% 1941	108	..
Can. Machinery 6's, 1940 ..	72	80
Canada Salt 7's, 1941	99	101
Davies, Wm. 6's, 1942	86	89
Dom. Iron Steel 5's, 1939 ..	73	75½
Dunlop Tire 6's 1927	98.50	..
Dom. Sewer Pipe 6's, 1927	94½	..
Dominion Mfg. 6's, 1933 ..	82	87
Eastern Car 6's, 1952	90	93
Harris Abattoir 6's, 1928..	99	..
K. & S. Tire 7's, 1925	75	83
Lake Superior Pap. 6's 1941	103	..
Marcus Loew's 8% Notes	90	94
Mattagami Pulp 6's, 1937 .	64	..
Mattagami Pulp 7% deb. .	33	35
Morrow Screw 6's 1931 ..	84	..
Neilson's Wm. 6's 1933 ..	97	..
N. S. Steel 6% deb.	79	81
Simpson Robt. 5's 1952 ..	85	..
Spanish River 8's, 1941 ..	104	106
Whalen Pulp 7% deb. 1932	..	47
Western Power 5's, 1949 ..	86	88
Burns, P., 6½, 1943	97	98½
H. Smith Paper, 7%, 1941 .	99	101
Manitoba Power, 7%, 1941	100	101
Massey Harris, 8% 1930 ..	100	102

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Montreal Interests Form New Bond Firm

An investment house to be known as Bruneau, Labelle and Company has been formed by Arthur Bruneau, Jr., J. E. LaBelle and Wm. J. Cooper.

The new firm, which has opened offices at 55 St. Francois Xavier street, Montreal, has taken over the assets and liabilities of C. E. Weller and Company.

Arthur Bruneau, Jr., is a son of Arthur Bruneau, of the Montreal Stock Exchange firm of Bruneau and Company, whilst J. E. Labelle is a son of Brig.-Gen. E. A. Labelle, of the St. Lawrence Flour Mills.

Victoria Seeks to Tax Provincial Property

In a further effort to gain relief from some of its financial burdens the city of Victoria has placed before the British Columbia cabinet proposals for concessions from the province. The city's suggestions are:

"That the provincial government pay taxes on its land in Victoria or make a flat grant to the city instead.

"That the government surrender the amusement tax to the cities of the province.

"That the cities be given a share of the provincial income tax.

"That the government allow the cities a substantial proportion of a tax of three cents a gallon on gasoline."

CIVIC AND PROVINCIAL FINANCE

IS SALE OF LAND FOR TAX ARREARS FAIR TO OWNERS?

Might Set Minimum Arrears Authorizing Sales Proceedings

H. L. CORBETT,
City Treasurer, Ottawa.

Before one can pass judgment on this perplexing subject, it is necessary to have some knowledge of the provisions of the Act under which such sales are carried out, as well as local conditions affecting the building program.

In the province of Ontario, the procedure for selling lands for arrears of taxes is set out in the Assessment Act. The growth of the larger cities of the Dominion of Canada is mainly through the annexation of suburban areas, and this probably applies to cities all the world over. These new areas furnish many parcels of land not built on, where building must follow the regular course in the city's growth. As a street or section is built on, new sidewalks have to be laid, sewers and water services connected, and pavements put down. The building keeps pace with the demand for houses and the assessor keeps pace with the enhanced value brought about by improvements and sales, all tending to increase the unearned increment by reason of supply and demand. Once the demand is supplied, the building of houses ceases for a time, with, perhaps, a few houses on the builders' hands, which, in the meantime, they are willing to rent. This sudden cessation of building leaves many vacant lots unsold. The owners derive no revenue from them. The assessor and tax collector still assess and tax the owners. The city treasurer adds interest to any unpaid taxes, and after the elapse of time allowed by law sells the land, or some portion of it, with costs and charges to satisfy the city's demands for payment of arrears.

How Losses Occur

Is the owner a loser by these unavoidable circumstances? Take an average case. John Brown bought a lot in some rapidly-building section of the city. Building caught up with the demand. He could not sell his lot, and after holding it three years, derived no revenue from it. He paid $1,000 for the lot three years ago. It is valued now at $1,200. In three years he has paid for interest on loan, taxes and local improvements, $260, or a loss of $60, if he sold his lot for $1,200. If he held his lot seven years without paying any taxes, his taxes would be double the amount levied against him on the tax rolls; by reason of compound interest added at 10 per cent.

If he let his property be put up and sold for tax arrears, one of two things could happen. He would have a portion cut off his lot sufficient to satisfy the taxes—probably spoiling the other part for building purposes—or his whole lot would be sold for the amount of the taxes, at an adjourned sale.

If the city had power to sell any particular lot or lots, just as soon as all charges reached the assessed value, many present difficulties would vanish.

While Section 138 of the Assessment Act directs that a by-law may be passed limiting the amount of arrears under which no sale shall be made, there is also a long delay in advertising a sale, that is in getting information under Section 122 and Section 135. The notice under Section 144 takes ninety-one days. During all this time, between assessors notifying owners, and reporting back to the treasurer, and the treasurer's preparation of lists and charges, and notification in the Gazette and local papers, means delay of months.

Under Section 148, to sell by public auction only so much of the land as will discharge the taxes, water rates, and other charges, would leave, in value of high-priced lots, in many cases, only a small portion sold, thereby spoiling the land for building purposes, in some cases selling a strip of land from a few inches to a few feet frontage, which very often is purchased by parties for the sole purpose of squeezing the adjoining owners into paying sufficient to net the purchaser at the sale a profit; failing in this, the strip is abandoned by the sale owner, and has to be put up again. Under Section 164 the owner can redeem the property on tendering to the treasurer the sum paid by the purchaser, with 10 per cent. added. In this way it takes years to clear up any tax sale.

There are many vacant lots and parcels of land in arrears, where no revenue is being derived, some of them having been purchased during boom time. The high cost of building, as well as the high rates charged on borrowed money, unemployment, and business depression, especially in real estate, has left many owners unable to meet the taxes, who are at present paying 10 per cent. compound interest on these arrears, yet are unwilling to have their properties sacrificed at a tax sale. There may be an odd case where some person is anxious to have the land sold so they can get a clear title. It surely cannot be said of any owners, aware of the fact that they are paying 10 per cent. compound interest on arrears, that they are taking advantage of the city's credit to borrow money at 5½ per cent., by carrying their arrears as an overdraft. Anyone can see that in large cities many changes could take place in the ownership of vacant lands and valuations from the time the assessors go into the field to notify owners, when they can be found, and the time lists could be prepared for a tax sale. Then again, many city lots increase so rapidly in value within a comparatively short time, that where the land is sold for a small amount of taxes, many subdivisions would have to be sold, spoiling some of these properties in case of resale.

The time is approaching when cities will require some easy, quick and equitable method for collecting tax arrears from delinquent ratepayers without sacrificing their properties to the greed of land grabbers, by forced sales, when the market is not in a receptive mood.

MUNICIPAL INCOME TAX LEVIED WHERE TAX-PAYER LIVES

When Citizen Has Two Homes May Designate Permanent Residence

A decision of some importance in connection with the collection of income taxes levied by municipalities was made by Judge Evans in the Wentworth county court in October. Cyrus A. Birge, who for many years has lived on James street, south, Hamilton, has acquired a property on the Hamilton-Toronto highway, in Trafalgar township. Although he maintains his Hamilton residence, completely furnished and equipped and ready for occupancy at any moment, he says that his real place of residence is the property on the highway, and, therefore, his $60,000 income is assessable for taxation in Trafalgar township and not in the city. The court of revision rejected his appeal, but the county judge has decided that the city has no right to tax Mr. Birge's income.

The reason for the decision, as given by Judge Evans, is that the main intention of the statute is to make the tax payable in the municipality where the receiver resides. It is left absolutely free to the receiver to choose any residence he sees fit. The main determining factor in arriving at a conclusion as to where a man resides is the man's own statement.

It is not known whether the city will appeal.

The question is one of great importance to the municipalities, as it may mean a heavy loss to many of them. From cases already received it seems clear that a citizen who maintains only one home, which is situated outside the city limits, is not taxable for income by the city, even though the income is earned within the city.

In Toronto, several cases have come up for consideration. Where a man has retired from active business but maintains two homes, one in the city and one outside, the feeling, as exhibited in the case of Sir James Woods, is that he may designate the country home as his permanent abode. On the other hand, in the case of Geo. H. Hees, the city of Toronto maintained its assessment, as the principal maintained two homes, one in and the other out of the city, but was actively engaged in business in the city.

There are many wealthy citizens in Ontario towns and cities who, like Mr. Birge of Hamilton, maintain residences outside the cities, in addition to their city residences. Some have summer residences at resorts and other lakeside places near the cities. In some such places incomes are seldom taxed at all; in others, if they are taxed, the tax rate is low. In any case, the rural assessors have no means of ascertaining the income of a transient resident.

Ottawa Debt Increased by $2,218,199 in 1922

The annual report of the city treasurer of Ottawa shows the debentures of the city outstanding last December at $21,966,129. During 1922, debentures were issued and sold totalling $2,684,884, and $466,686 of bonds were redeemed in the year. A large part of the increase in 1922 was due to $1,000,000 for schools. The total annual charges on funded debt for 1922 were $1,627,226.

The accumulated sinking fund at the end of 1922 was $4,850,415. The total assessment for 1922 was $137,146,467, as compared with $135,673,359 the previous year. The population in 1922 was 116,205, as compared with 112,899 in 1922, so that the assessment per capita was reduced from $1,202 to $1,181.

WITHDRAWALS MADE FROM PETITION ON SINGLE TAX RATE

Toronto Assessment Commission Seek to Verify 12,000 Signatures

The agitation in Toronto for a single tax measure, if successful, will mean the gradual elimination of all taxes except that on land. An act passed in 1920 states:

"Where a petition signed by at least 10 per cent of the electors qualified to vote on money by-laws has been submitted, the council of a city, town, township or village with the assent of the ratepayers, may pass a by-law exempting from taxation for all purposes, including school purposes, not less than 10 per cent. or more than 25 per cent. annually of the assessed value of buildings and improvements, business assessment and income, which, after a period of ten years, with an annual exemption of ten per cent., would result in the abolition of these classes of assessment."

In accordance with this act, a petition was submitted to officials at the City Hall recently by those in favor of a plebiscite on the issue. The petition had attached about 12,000 signatures, but letters received at the city offices led to a belief that many of these were given under a misunderstanding of the petition. As a result an attempt to verify the signatures is being made. A considerable number of signatures have now been withdrawn.

If 10,000 or more names are verified the assessment commissioner will notify Council that the petition is adequate, and no further attention will be paid to the withdrawals which have been made. But should more than 2,000 signatures be withdrawn, then the County Judge will have to decide whether or not legal grounds existed for these withdrawals.

Some serious objections to the proposal were outlined by James Forman, assessment commissioner, in an article last September. He says:

"The proposition is fraught with danger to the future development of Toronto, by reason of lack of revenue from just bases for taxation purposes. The result of the by-law, if carried in its entirety, will make land the only basis of taxation. Its final result will be to have an extraordinarily high tax rate and an ever-increasing one.

"It is recognized by leading authorities on taxation that the just basis is 'ability to pay,' governed by equality of taxation. Without this principle, many millions of dollars of wealth would escape taxation."

The ability to pay is determined largely by the revenue earned. It is clear that the revenue from a piece of land may vary widely, according to the use made of it.

The experience of many municipalities which adopted the single tax policy has not been very graitfying. As an example, Vancouver is still struggling to undo the harm of its single tax experiment of concentrating taxation wholly on the land owner, which, it appears, it is important to realize upon or enforce.

The difficulty is that the municipalities make expenditures, and these must be met; any change is only a shifting of the burden from one source to another, and results in little real saving. What is needed is more attention to spending, so that the money collected may be used to the best possible advantage.

TECK HUGHES MEETING

The annual meeting of Teck-Hughes will be held in Buffalo Nov. 12. The year closed August 31. President C. L. Denison states that a complete statement of the company's position and plans will be forthcoming.

Tenders and By-Laws

TENDERS WANTED

Nov. 13, Saskatoon School District.—$30,000, 6%, 30-years. Wm. P. Bate, Secretary, Saskatoon.

Nov. 19, Fort Erie.—$7,000, 5½%, 20-ins. debentures. A. E. Seaton, Clerk.

Bagot & Blythefield Twp.—$4,500, 6% 20-ins. school debs. J. J. Dillon, clerk, Calabogie.

Nov. 14. Grimsby.—$8,200, 6%, 15-yr. debentures. W. F. Randall, Clerk and Treasurer.

SASKATCHEWAN

Authorizations Granted by the Local Government Board. From Oct. 25, to Nov. 1, 1923.

Schools—West Slope, $1,200; Kenmare, $700; Vernon Hill, $1,500; Grunert, $2,300.

Telephones—Wauchope, $750; Ebenezer, $300.

Town of Yorkton—$33,000.

Debentures Reported Sold

Schools—Midway, No. 2294, $1,100, 6 yrs., 6¾%, Cross & Co., Regina; Nisbet No. 4525, $2,500, 15 yrs., 6¾%, Cross & Co., Regina; East Otthon, No. 462, $3,000, 15 yrs., 7%, Waterman, Waterbury, Regina; Reimche, No. 2759, $1,000, 10 yrs., 7¼%, G. Moorhouse & Co., Regina; Willow Beach, No. 4339, $4,400, 15 yrs., 7%, G. Moorhouse & Co., Regina; Jansen, No. 2448, $5,500, 15 yrs. 7%, Nay & James, Regina; Angove, No. 2202, $800, 5 yrs., 6½%, Biggar Sinking Fund.

Telephones—Southminster, $350, 10 yrs., 8%, Cross & Co., Regina; Hitchcock, $3,200, 15 yrs., 7%, Regina Brokerage & Inv. Co.; Nipawin, $3,600, 15 yrs., Cross & Co., Regina; Zealandia, $1,350, 15 yrs., 6½%, Cross & Co., Regina.

Village—Marcelin, $2,500, 10 yrs., 8½%, Cross & Co., Regina.

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES

Date—	Place	Sold To—	Rate	Term	Amount	Price	Basis
Oct.	—Jonquiere, Que.	Versailles, Vidricaire & Boulais	5½%	30-ins.	$100,000	97.20	5.75
Oct.	—Cornwall	Bain, Snowball & Co., Toronto	5½%	28-ins.	14,000	100.31	5.47
Oct.	—Stellarton, N.S.	W. F. Mahon & Co.	5½%	25-yr.	23,000	..	..
Nov. 1	—Saskatchewan Schools, etc.	Various	..	..	29,300	..	..
		CORPORATION					
Nov. 2	—B.C. Marine Engineers & Shipbuilders	Burdick Bros., Vancouver	7 %	20-yr.	150,000	100	..
Oct. 31	—C. P. Railway	National City, Co. & Guaranty Co., New York	4 %	..	5,000,000	79½	5.05
Nov. 1	—Asbestos Manufacturing Co.	Le Pret Municipal	7 %	10-yr.	250,000	..	..
Nov. 1	—Southwestern Utilities Corp.	Sterling Bond Corp., Montreal	7 %	3-yr.	1,700,000	..	..
		PROVINCIAL					
Nov. 5	—Alberta	Wood, Gundy & Co. and Syndicate	5½%	3, 5 & 10yr.	9,000,000	..	..
Nov. 5	—Three Rivers	Beaubein & Co., Montreal	5½%	20-yr.	115,000	98.78	5.60
Nov.	—St. Maurice Lime Co.	Le Pret Municipal	7 %	1924-32	200,000	..	..
Nov.	—Jenkins Bros.	Royal Securities Corp.	6½%	20-yr.	500,000	..	..

We deal in—
Belgo Paper 6's 1943
Belgo Paper 7% Pref. Shares
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Wayagamack 6's 1951
St. Maurice Power 6½'s 1953
Montreal Public Service 5's 1942
Montreal Public Service 6½'s 1924
Montreal Tram Power 6½'s 1924
Manitoba Power 7's 1941
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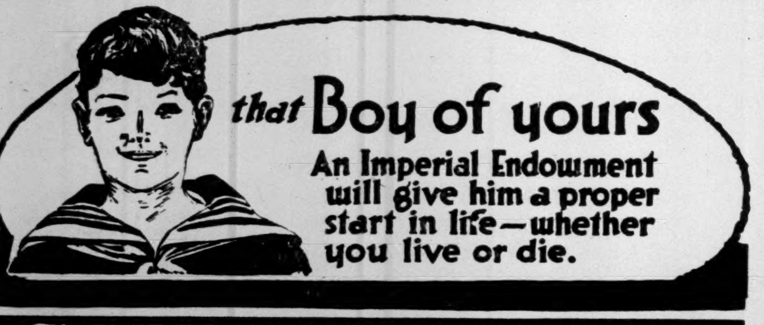

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INSURANCE FOR BUYER AND SELLER

ANNUITIES OFFER 8 TO 11.90 RETURN WITH HIGH SAFETY

Government Branch Grows Rapidly; Neglected by Insurance Companies

Several years ago a resident of Ontario was bequeathed a sum of money by a deceased relative. The money was paid over to sisters of the man in question. Since he had demonstrated over a period of years his utter inability to save and accumulate money, grave fears were entertained for the bequest and it was felt that it would soon disappear under his spendthrift habits. On this account, the sisters sought to put the money in a safe place for his benefit. The outcome was the purchase of an annuity in a large Canadian life insurance company.

To-day, many years later, with living conditions changed to a more expensive plane, youthful energy and ability deteriorated and other competences destroyed, the recipient of this bequest calls monthly at the office of the insurance company in Toronto for his $40 cheque. The annuity has given him an added stimulus to live, as he often tells the cashier he is going to live long enough to "beat" the company.

The incident serves to illustrate the advantages which may be found in annuities in a country where radical economic changes may occur in a few years, yet this form of investment has had a very limited development in Canada, as compared with the British Isles. Practically all life insurance companies and nearly all agents in Canada will sell annuities of various kinds. In addition, annuities are issued by the Department of Labor at Ottawa under an act passed in 1908.

Forms of Annuity

The variations in the form of annuities are many, as they are drawn to meet the individual needs of each applicant, but there are general plans most commonly in use. In the first place the annuity may be purchased by a single cash payment or a series of payments over a number of years. It may be on single lives or joint lives. In the case of the former, the annuity is payable direct to the annuitant; in the latter case it is usually payable to the survivor, after the other's death. A slightly different plan, which has much to recommend it, is where a definite sum is payable periodically to the joint annuitants, and a smaller sum is payable to the survivor, when one has died. The contract will always specify whether the payments are to be made yearly, half-yearly, quarterly or monthly.

A further extension of the principle, provides for the payment of a specified sum regardless of how soon the beneficiary may die. This is regarded favorably, as men of mature age hesitate to pay a large cash sum, providing that if they die shortly after, only a small sum is realized on it. This objection is overcome by guaranteeing a definite return. Thus an annuity may call for an annual payment during the life of the annuitant with a "twenty-year certain" clause if death occurs before the twenty years are up, the balance of the payments, or their commuted cash value, will be paid to another beneficiary designated by the annuitant.

There are cases in every community where persons with no dependents find their accumulations so limited that they can scarcely live on the interest. To use part of the principal is dangerous, as they may live to find it practically exhausted. An annuity is the logical solution, as it increases the annual income, yet ensures its continuance until death, yet life insurance men have not pushed the annuity plan and the total in force among the life insurance companies in Canada is now only around $250,000. In contrast with this slow development is the very considerable growth of annuities branch of the Dominion Government. During September of this year it received 2,705 inquiries, as compared with 800 during the same month in 1922. These inquiries came from all parts of Canada, from people of all ages and conditions.

What is yet more satisfactory is that people are not only making inquiries, they are buying annuities on a larger scale than ever before. During the first six months of the present fiscal year—that is, from April 1 to September 30—$567,000 was received for investment in annuities. This is over $125,000 in excess of the amount received for the same purpose during the corresponding period last year.

In view of the large number of applications now being received, it seems likely that the amount of business written in 1923 will be well in excess of last year's total, which represented an investment of over a million dollars.

According to the department, the most popular form is the immediate annuity. This is purchased by a single payment of a stated capital sum. The man or woman of 55 who buys such an annuity receives for life a yearly income equal to about 8 per cent. of the amount invested. Buying at the age of 65, the purchaser would receive a return equal to over 11 per cent. of his investment.

SOLDIERS' INSURANCE

In the last four weeks ending September 1, during which the applications were accepted for the soldiers' insurance, there were 12,500 applications for policies, aggregating $22,000,000 of insurance. The applications were largely for policies of $1,000 and $2,000.

TO SPEAK AT N. Y. CONVENTION

Among a large number of interesting addresses being planned for the seventh annual convention of the Association of Life Insurance Presidents in New York, on Dec. 6 and 7, is one on "Quebec and Eastern Canada," by Hon. Louis A. David, K.C., M.P.P., provincial secretary of Quebec. The increasing contacts of life insurance with the life of the people are emphasized by the subjects to be considered, varying from technical field and actuarial problems to investments in different phases of activity, and medical and health considerations.

MAKE DIVISION IN EXECUTIVE DUTIES OF UNDERWRITERS

Fill Vacancies Caused by Resignation of J. H. C. Graham

The vacancies created by the retirement of J. H. Castle Graham from the positions of secretary and treasurer of the Life Underwriters' Association and editor of the Life Underwriters' News have been filled, according to an announcement made by the Executive Council of the Association. Mr. Graham, who is joining the staff of the London Life Insurance Co., held all three positions. On account of the rapid growth of the work of the association and the prospects of further development, it was thought advisable to separate the positions.

J. A. McCamus has been appointed General Secretary of the Association and managing editor of the News. He is a man whose experience and training, plus his ability and characteristics, admirably fit him for the position.

Mr. McCamus is a Canadian and a graduate of Toronto University. He spent three years in the actuarial department of a life insurance company before enlisting in 1915. Following demobilization he returned to life insurance again but this time in field work, and one year later formed a general insurance brokerage business. He is also well known in fraternal and sport circles. His wide and varied experience will be of great value in the organization work of the association.

L. W. Dunstall, who has been in the association office since 1919, was appointed assistant-secretary and assistant. In the past four years he has been a factor in the association work and will now devote his time to the administrative side of the movement.

At the Montreal Convention it was thought advisable in view of the changes to have the Treasurer of the Association elected from the membership. H. W. Manning, who had served for over two years as Chairman of the Finance Committee, was appointed, but resigned due to his appointment to an executive position with the North American Life.

J. B. Hall, of Toronto, has been elected Treasurer and Chairman of the Finance Committee.

He has had a long experience in life insurance and Association work. From the University of Toronto he entered the actuarial field and soon became Secretary of the Dominion Life. He left Head Office to manage the company's Toronto office, and is now Branch Manager for the Manufacturers' Life, Toronto. He has held many positions on the executive and is intimately connected with the financial affairs of the association.

The association has enjoyed a phenomenal growth since its organization. It is now regarded as the leading force in the sane development of life insurance underwriting and numbers among its members successful men from all parts of the country.

Purdom's Wanted to Pay Off the Claims

The delay in disposing of the balance of the assets of the Dominion Loan and Savings of London was to allow the Purdom interests to raise enough cash to pay off the balance and assume the control of these assets, according to a statement by Hume Cronyn, general manager of the Huron and Erie. Mr. Cronyn stated that he understood that in Mr. Purdom's opinion a holding company can be formed, and by pledging in some manner the remaining Dominion assets (including, of course, the building and the Northern Life stock) sufficient cash can be obtained to repay the Huron & Erie in full. For months past they have delayed placing these properties on the market, relying on promises of T. H. Purdom that he could raise sufficient cash to pay the balance owing. When it seemed clear he was unable to do so they decided it would be unwise and unfair to further delay the sale proceedings.

Mr. Cronyn explained that the Huron & Erie are but little concerned as to the outcome of the recent shareholders' meeting because, until the amount owing is paid, they will retain as security all the remaining Dominion Savings assets, these being more than sufficient to repay, in time, the entire indebtedness. Even should possible shortage arise, which is quite improbable, the Huron & Erie is, Mr. Cronyn states, amply protected from loss by a guarantee given by the leading loan and trust corporations of Ontario.

INSURANCE LICENSE

A license has been issued to the Union Assurance Society, Ltd., to transact accident, burglary, plate glass, sickness, sprinkler leakage, and tornado insurance.

GLASS INSURANCE BENEFITS FAVOR TENANTS CHIEFLY

Company Buys Glass at Low Cost and Rents It

In stressing the need for more plate glass insurance before the convention of the Ontario Fire and Casualty Agents' Association recently, A. W. Eastmure said:

"I propose to stress the importance of this branch of underwriting which is too often considered a side line by insurance men. It is no longer a minor department, but nowadays a specialty with some companies. In my opinion, agents and brokers do not take the business as seriously as it deserves. The number of prospects for Plate Glass Insurance is large, and the need for protection is great. While the volume of Plate Glass Insurance premiums has shown marked increase, year in and year out, nevertheless, there is still far too much uninsured glass both in the large cities and small towns, which goes to prove that many owners and tenants have not been properly urged to take this form of coverage, probably because many agents and brokers do not yet realize the possibilities of the business.

"The premiums in Canada during the last five years aggregated $2,913,637, distributed amongst twenty-nine companies (Dominion charters) not including business written by Provincial organizations. I have one agent writing in a town with a population of eight thousand reporting annually plate glass premiums $1,150; another operating in a town of thirteen thousand inhabitants reporting $1,325 annually. Referring to the bigger centres, a Toronto agency reports over $15,000 plate glass premiums annually."

The speaker outlined briefly the principal factors in this insurance, as follows:

"The policy enforced in Canada assumes liability for breakage from any cause whatsoever, excepting fire, although there are the usual restrictions found in the standard fire policy, eliminating liability from earthquake, riot, insurrection, etc. The contract provides that in the event of breakage, the company will replace and reset the glass, or it may, at its discretion, pay to the assured an amount equal to the cost of the glass at time of breakage. As you all know, glass prices have fluctuated greatly during recent years. Needless to say companies have facilities for prompt replacement of glass not available to the individual, so that inconvenience and subsequent loss to the assured is minimized."

On the responsibility for broken glass, as between the landlord and tenant, he said:

"I have often explained the responsibility in the matter of broken glass as between the landlord and tenant. Legally it would appear that the landlord is bound under an ordinary lease to replace the plate glass broken by fire, lightning or tempest, or by the settlement or collapse of the building, through any serious structural defects. On the other hand the tenant agrees to keep the premises in good repair, ordinary wear and tear excepted, and is therefore liable to the landlord for plate glass broken in all other cases except those stated. Providing the responsibility is not definitely settled in the lease, certainly the tenant should insure, because it is he who is inconvenienced in the event of loss and you know landlords have a habit of wintering in California and absenting themselves from their abodes. They are rarely available in time of trouble. The proper solution is a plate glass policy which disposes of all questions of this nature."

Plate glass insurance is well termed "A Form of Service" as in case of breakage the policyholder does not receive a sum of money which he may use to have his glass replaced, but, on the contrary, the insuring company replaces and resets the glass, relieving the tenant or owner, as the case may be, of all worry in hunting up a glazier with the numerous delays and consequent interruptions in business.

IS COST OF SECURING INSURANCE TOO HIGH?

Question Raised by Alberta Superintendent at Winnipeg Conference

The rising costs of securing insurance business of all kinds has received wide consideration in recent years, especially in the United States. That the continuation of present tendencies will result ultimately in an upward revision of premium rates, is the opinion of W. Morley Seller, superintendent of insurance for the province of Alberta. In the opening address at the superintendents' convention in Winnipeg, two weeks ago, he said:

"There is another matter which has not yet been discussed, which, no doubt, will demand your attention in the near future. I refer to the acquisition costs of business in connection with all classes of insurance coverage, whether on life or property. The increase in this cost, year by year, with no corresponding reduction in loss ratio, seems to tend to revision of rates on an upward scale. Regulations of commissions will be a subject that you will be called upon to study inasmuch as it enters so largely into the increasing cost of securing business. Particularly is this true in regard to life insurance as practiced by some companies in the field. Rates and commissions discussion are the order of the day in many of the states to the south of us. Recently, I came across a copy of an address delivered by one of the commissioners touching on this topic and in his remarks he quoted the following extract from an address of superintendent Stoddard, of New York, supporting his contention as to the consensus of opinion in this respect. The following is a paragraph from the extract quoted:

"'Insurance commissioners have urged the companies to systematize their rating procedure in order that rates, rules and commissions may be made uniform, useless rating organizations discontinued, duplication eliminated and a saving to policyholders effected.'

"Can you anticipate then, gentlemen, that it will not be long before the same inquiring mind will be centred upon your rating institutions in this country."

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We offer a form of investment, known as Accumulative Bonds, which prevents wasteful spending, because the interest instead of being payable half-yearly, is allowed to accumulate and is not paid over until the end of the term for which the Bond is issued. In addition to accumulating interest which otherwise would likely be spent, the investor in these Bonds enjoys the further advantage of receiving COMPOUND interest. For example, $381.20 invested in one of our Accumulative Bonds now will amount, at the end of five years, to $500.

Please write for circular giving full information about these Bonds, which we strongly recommend to those not in need of an immediate return on their investment.

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ESTABLISHED 1855

TRY TO UPSET WILL OF WALKER HEIR

Former Manager of Walkerville Firm Claims Deceased Was Incompetent in 1914

William Robbins of London, Eng., formerly secretary and general manager of Hiram Walker & Sons, Ltd., distillers at Walkerville, has filed a claim at Sandwich for $50,000 against the $4,000,000 estate of E. C. Walker, a son of a founder of the company.

The bulk of the estate was left by a will dated February 27, 1914, to the widow, Mary Griffin Walker, and two brothers, Franklin H. Walker and James Harrington Walker, all of whom have since died.

The court is asked in Robbins' petition to set aside that will and allow one dated December 21, 1901, which he alleges will be produced and which gives him a legacy of 1,000 shares of the capital stock of the Walker company. This stock now is valued at more than half a million dollars.

In the statement of claim, Robbins charges undue influence was exerted by certain parties, and claims the deceased was physically and mentally incapable of disposing of his estate for several years before his death, during which time the disputed will was made.

The National Trust Company of Toronto, named as defendant, is executor of the estate under the terms of the will drawn in 1914. In a statement of its defence the trust company denies the probated will was procured through undue influence and Robbins' statement that Walker was not mentally responsible for some years before his death.

BUSINESS SURVEY OF NOVA SCOTIA'S FARMING AREAS

To Indicate Opportunities For Settlers and Workers

BETTER PRODUCTION

Farmers Being Asked Regarding Increased Production of Live Stock, Working Larger Areas, etc.

From Our Own Correspondent.

HALIFAX.—The agricultural survey suggested by the Hon. E. H. Armstrong, Premier of Nova Scotia, is well under way—Kings and Annapolis Counties having been nearly completed. It is expected that Colchester and Cumberland Counties will also be finished this fall. This survey was undertaken under the auspices of the Dominion and the Provincial Governments. The actual work is being conducted by enumerators of the Soldiers' Settlement Board. Colonel Robert Innes, Director of Agriculture of the Settlement Board is at present in Nova Scotia, and the enumerators are working directly under his supervision.

The survey embraces an inventory of the unutilized agricultural resources of this Province under three main heads: (1) To ascertain the areas and the nature of land available for new settlement. (2) To gather data relative to farm labor opportunities. (3) To collect general information of value in the formation of a land settlement program.

For New Settlers

Reports are also made out on all farms of which a portion or the entire area is, or should be, available for new settlement. A map showing the number and the location of each holding in the subdistrict is prepared.

Holdings where a part of all is, or should be, available for new settlement are classified as follows:

(a) Totally unimproved holding.
(b) Surplus portion of an operated holding.
(c) Vacant holding, partially improved, not being operated.
(d) Vacant holding, partially improved, being operated.
(e) Partially improved holding, occupied but not operated.
(f) Fully improved holding, occupied and operated.

While no direct questions are asked the farmer concerning his views on immigration, if he expresses an opinion of his own accord, a careful note of his views is made.

Another bit of interesting information gathered is the names and addresses of friends and relatives of the occupant who are not at present residing in the Maritimes (irrespective of their occupation and of the likelihood of their being induced to return to Nova Scotia to settle on farms).

Col. Innes explains that this is being done and these people written to because, even if only a few are induced to come back, all will have received recent and up-to-date news of Nova Scotia and the steps it is taking for land settlement. And it is only natural to expect that this group of people will become advertisers in part, of the Province through the information received and by them passed on.

To Increase Live Stock

Farmers are also asked if they would increase their live stock if a market were available. Col. Innes sees no reason why Nova Scotia, which is ideally adapted for cattle, sheep and hog raising, should not go more extensively into this sort of farming. Particularly is this advantageous as supplementary to fruit raising, as a safeguard against a poor-price year for apples.

The survey includes a soil analysis. Another feature of interest is the taking of aeroplane photographs which will show in a striking manner the general location of the holdings, the amount of undeveloped land, etc.

There is no doubt that the accurate and valuable data obtained through this survey will be a great asset as the foundation for an adequate agricultural immigration scheme for Nova Scotia.

For example, in King's County, it has been found that the size of the average holding is 110 acres of which, on the average, only 35 acres are worked. While opinions may differ, 50 acres can be suggested as about the ideal size for a farm in the Annapolis Valley. Thus we find the present farmer with a surplus of 60 acres (110-50) which might well be disposed of to a new settler.

Asked as to what the farmers interviewed to date by the enumerators think of this disposal of their surplus lands, Col. Innes replied: "Most of them are in favor of the idea. It had not occurred to them before because of the relatively few buyers at present interested. With a definite immigration policy bringing in settlers, however, buyers will be provided, and the owners of the larger holdings are prepared to sell their surplus portions."

Algonquin Power Co. Has $2,000,000 Capital

From Our Own Correspondent.

MONTREAL.—Further power developments in Quebec seem to be forecast by changes in the Central Quebec Power Company. The name is being changed to the Algonquin Power Company, and the authorized capital increased from $1,000,000 to $2,000,000.

The company controls a water power site north-east of Montreal and the changes are preliminary to the development of the site and the carrying out of the necessary financing.

BANKS OF ENGLAND STAND FOR SAFETY AND SERVICE

(Continued from page 9)

necessary experience. A huge bank, like the Deutsche Bank, when offered a new invention, or a foreign concession, or other proposition, would form a small syndicate with other banks or private bankers and investors. The ablest and most trustworthy engineers, surveyors, accountants, etc., would be sent out to examine the matter, and if the undertaking was found to be sound and promising, after the most searching enquiry, a company was formed and the new issue would readily be taken up by the public. The bank or banks interested in the new venture would be represented on the board of the new undertaking and would see to it that it was ably and honestly managed.

While English company promoters only too frequently concentrated their ability upon fleecing the credulous public, the German company promoters were compelled to concentrate all their energy upon making a great industrial or commercial success of the new ventures they had taken in hand, because of the influence of the great banks which controlled their activities. The backwardness of Great Britain in the manufacturing of electrical apparatus, chemicals motorcars, typewriters, etc., and the insufficient exploitation of the gigantic resources of the Empire are very largely, and possibly principally, due to the havoc wrought by the unrestricted and unrestrained private promoter.

Banks Not Promoters

I thought the disadvantages resulting from the chaotic state of the promoting business and the discredit into which new ventures had fallen, so serious to England and the Empire that I urged the late Sir Edward Holden, of the London Joint City and Midland Bank, to set a percedent by undertaking the promotion of companies. Not unnaturally he objected that this was not a bank's business, that a bank had no right to risk the money of depositors in doubtful financial ventures. I replied to him that the risk was so small as to be practically nil, that a fraction of 1 per cent. of the bank's capital would supply an ample fund for the promoting business, that a sum set aside was bound to bring directly and indirectly vast profits to the bank, and that it would confer incalculable advantages upon the country and upon the Empire. I gave him the example of the creation of the Banca Commerciale.

Some decades ago the great Italian banks foundered in a financial crisis. A few thousand pounds for creating a sound bank in Italy were found by a syndicate of banks under the guidance of the Deutsche Bank. The Deutsche Bank sent to Italy some competent men who founded the Banca Commerciale. The new undertaking was favorably received. Italians deposited their money in it and subscribed to the shares. Although its steadily increasing capital was Italian, with the exception of a few thousand pounds originally provided by the Germans, the Deutsche Bank dominated the new undertaking through the managing directors who had started it, and who continued managing it. Naturally, the representatives of the Deutsche Bank managed the business of the Banca Commerciale as far as possible in the interest of the Deutsche Bank and its associates. After all, they had been trained by the Deutsche Bank. They had brought with them certain views and traditions, and they saw to it that their Italian fellow directors would be amenable to their guidance. Thus, the Banca Commerciale, though practically purely Italian as regards capital, became the most powerful representative of Germany, and it favored the Deutsche Bank and its associates as far as possible by putting business in their way.

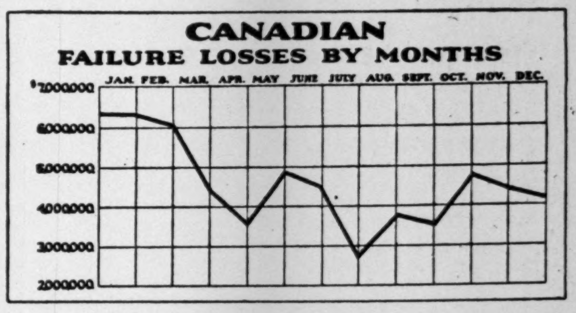
The German Idea

The Deutsche Bank and its allies were strongly interested in many German industrial undertakings which they had promoted or financed and the Banca Commerciale assisted and favored the customers of the Deutsche Bank rather than their non-German competitors. Thus, the German industries, in which the German banks were interested, greatly increased their sales in Italy. It is probably no exaggeration to say that the trifling sum employed in the founding of the Banca Commerciale was returned to Germany at least a thousandfold in direct and indirect advantages.

Not only were banks and railways started in the way described, but even more risky enterprises, such as mining and boring for oil, were undertaken by the banks. They associated themselves with experts in coal mining, gold mining, copper mining petroleum winning, etc. In every case, the sum risked was the merest trifle, and profits were expected not so much from promotion, but from production after the undertaking had become an assured success. In this way, the coal mines and iron fields of Germany were exploited, and mines and oil fields all over the world were acquired and made profitable.

The banks of England stand foremost among the banks of the world as regards size and solidity. They do excellent services. However, against the valuable features mentioned must be set their defects, among which their conservativeness, due to their very size and constitution, is most striking. Many Englishmen regret the rise of the giant banks because of these advantages. It ought to be possible to combine the enterprise of the private banks and of the business banks of Germany and France with the best features possessed by the English banks.

The problem of securing the nation against bank failures will be considered in a third and concluding article.



What Month Do Most of *Your* Customers Fail?

In this interesting chart, which shows the failure losses of Canada for a typical year, January is highest, and July lowest. But the following year just the reverse might be true. And the year after that still a different result. In fact, such is the actual history of commercial failures.

It proves that the only *certain* thing about failures and bad debt losses is their *uncertainty!* Change chance to certainty—protect your resources absolutely against the unknown and unexpected (any month, any year,) by American Credit Insurance!

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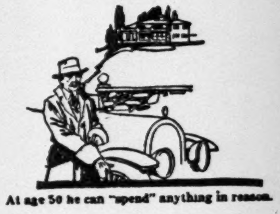
The Man Who Saves

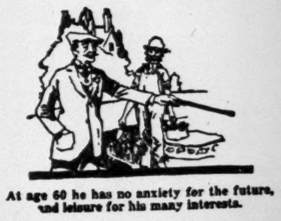
At age 19 his bills exceed his income.

At age 21 his Canada Life Policy creates an estate and saves his money.

At age 35 his "bills" include a "premium due," which, while counted as an expense, is really a saving.



At age 50 he can "spend" anything in reason.



At age 60 he has no anxiety for the future, and leisure for his many interests.

can be more easily saved than most people imagine

If you look ahead you can easily picture how useful $30,000 would be to you. If you were to start in and save $200 each six months and let it compound at 5½% you would have that substantial sum in 30 years, but—you know of many people who could have set aside this amount, yet who are still "drudging along."

You know yourself how hard it is to save cash. Human nature is such that very few people allow ready money to remain untouched for any length of time.

The Canada Life Plan

Provides that any sum you name will be delivered to you in cash at any age you desire, or to your beneficiary should you die in the meantime.

You see by this Plan how an IMMEDIATE ESTATE is created in event of death—the full face value of the insurance policy. At one stride you anticipate years of effort, you *capitalize* your present health and earning power, you make certain of many years of progress now. Take, for instance, an

Endowment at 65

issued by the Canada Life. It makes saving money attractive, systematic and very profitable.

You can be certain that the full amount will be paid in any case whether you live or not. Other investments may fail—the Canada Life Endowment is a certainty. It will take care of your home, your business, your children's future, or yourself, as nothing else can.

Profits Will Hasten Maturity

If the profits are allowed to remain each year instead of being withdrawn and spent, a special clause provides that the face value of the policy will be paid some time well in advance of the due date.

Regular saving, an immediate estate, substantial profits, absolute safety—this is a combination that you should look into today.

Ask for particulars.

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Canada Life Assurance Company,
Dear Sirs—Without obligation on my part, please send me particulars of your "Endowment at 65."
Name ....
Address ....
Born .... day of ....
12

ONLY STOP HERE ON WAY TO THE UNITED STATES

One of the Questions For the Immigration Conference

From Our Own Correspondent.

OTTAWA.—The immigration conference called by the Minister of Immigration, and which will be held here on November 14 and 15, will be one of the most important gatherings of its kind held for some time. It will differ from several other similar gatherings in that it is expected to do much real business.

Practically every important interest directly affected by immigration is being invited to send delegates. This includes the various provincial governments, the railways and the steamship interests, and the Canadian Colonization Association. It is expected that all the provinces, with the exception of British Columbia, will be represented. Owing to the circumstance that the B. C. legislature will be in session at the time, that province will hardly be represented, but its interests will not be neglected, for its desires with respect to immigration have been fully made known to the Department.

It is practically certain that the Maritime Provinces will receive a great deal more consideration on colonization matters than they have had in the past. They have lost heavily through emigration during recent years, and seeing thousands of British settlers going through their ports, naturally think that a considerable number might be induced to remain within the Maritime Provinces, if they were gone after.

Quite a number of splendid Old Country settlers continue to arrive at Canadian ports en route to the United States, some of them being the best that ever came over. It is understood that quite a percentage of them come on pre-paid passages. With sterling at a discount there is every inducement for them to get their transportation in this way, for at present rate of exchange American currency will buy about ten per cent. more transportation than will sterling. This is quite a consideration to the settler taking his chances in the New World.

American Farmers are Now Buying More Freely

NEW YORK.—Early holiday buying is beginning to make itself felt in the mail order business, and it is expected the remainder of the year will continue to show substantial gains in sales. Better financial condition of the farmers, the most important customers of mail order houses both as to volume of crops and prices is helping business.

Decline in Wholesale Prices During October

From Our Own Correspondent.

OTTAWA.—A drop of 1.6 points in the index number of wholesale prices in October, as compared with September, is shown by the monthly compilation of the Dominion Bureau of Statistics. In September the index number was 154.7, while last month it had gone down to 153.1. The index number for four of the main groups registered a rise in the price level as compared with September, while the remaining four indicated a fall.

MOVE OF BRUCE MIGHT BENEFIT CANADA IN END

(Continued from page 1)

Magazine, Canada is discriminated against. in England and Australia Discussing this subject, the magzaine has the following to say, and it indicates again that the conferences in London and the other tariff discussions now going on may have an important bearing on Canadian industry:

"The case of Empire preference is a different situation. Here we have a group of nations, whose trade, for political and sentimental reasons, should be largely self-contained. But in spite of protestations of belief in this policy, we find, in two parts of the Empire a very real preference given to countries outside of the Empire. Australia puts Canada in the same class as any non-British country as far as newsprint is concerned, while giving English newsprint a preferential treatment of £3 per ton. This is a double disadvantage to Canada, in that foreign newsprint can undersell the Canadian product, while the British paper, which has the advantage over all other makes, is largely made of pulp from Europe. Canadian pulp and paper, and other products too, are practically excluded from England because of depreciated European exchange, poor living and wage conditions on the continent, and freight rates that are ridiculously low in comparison with Atlantic rates eastward.

"Economically, England wants to buy in the cheapest market and sell to the Dominions at a tariff advantage over other countries, and has not hesitated to gain such an advantage over one of her own dominions.

"On top of this we find a desire in England to place her excess population in Canada, but there has been shown no great inclination to facilitate the selling of Canadian goods in Britain on a parity with European production. Canada is glad to have immigration from England and to have their production traded for English goods, but this cannot be done unless some protection is afforded them. This is but a means of helping her own citizens getting a footing in the new world.

"The result of the Imperial Trade Conference will show whether England and Australia really believe in Empire preference or are just talking."

Railway Payroll of $270,000,000 Yearly is Drag on Wheels of Trade

From Our Own Correspondent

MONTREAL.—The view that the gigantic railway payroll in Canada is a depressing factor on business generally is widely held. Canada is suffering from the effects of the McAdoo award, that, for political purposes, put each railway worker on a wage that would pay an entire bank branch staff, and it went further an tied the hands of the railways, so that they could not cut down their staffs to compensate for the exorbitant wages paid.

Governmental figures coming along now indicate that the pay roll problem is not getting any better. Despite merging of lines and a dozen other steps in the direction of efficiency the number of men employed on the Canadian National Railways in August was 103,692, as against 96,424 in August, 1922. The number of men employed on the C. P. R. was 67,476 as against 63,463 in the previous year.

The total on all Canadian railroads was 184,491, as against 171,850 in August, 1922.

Of course, it may be answered that more employees were required to handle the greater traffic of the present year. But further statistics show that the increase in the staff, and pay roll, has gone beyond the increase in revenues.

The percentage of the pay roll to operating revenues was 65.6 per cent. in the case of the C. N. R. in August, as against 64.4 per cent. in the previous year, and the percentage of payroll to operating expenses was 70 per cent., as against 66.2 per cent. In the case of the C. P. R., in August the percentage of pay roll to operating revenues was 50.8 per cent., as against 48.5 per cent. in 1922, and the percentage of pay roll to operating expenses was 62.7 per cent., as against 59.2 per cent. in August, 1922.

For all Canada, the railway payroll amounted to 55.4 per cent. of operating revenues in August, 1923, as against 54.2 per cent. in August, 1922 and it amounted to 64.7 per cent. of operating expenses, as against 61.1 per cent. in August, 1922.

The total pay roll is $22,500,000 monthly, or about $270,000,000 a year.

MANUFACTURERS WOULD PROTEST NEW SALES TAX

Many Deputations Would State Case At Ottawa

From Our Own Correspondent.

OTTAWA. — Numerous requests for interviews with the Minister of Customs and Excise are being received from associations of manufacturers and wholesalers all over the country, those making them being desirous of protesting against certain features of the new sales tax. It is useless, however, to be in a hurry over these interviews, for they cannot take place before Hon. Mr. Bureau returns to the city after the middle of November.

The manufacturers are becoming quite aggressive over this matter, for they view with a certain amount of uneasiness the coming session of parliament. Reports from the West indicate that the Progressives will be much more active than they were last session, it being understood that Mr. Crerar will resume something like his old activities. This means that tariff matters will receive more consideration.

The new redistribution bill will certainly be passed during next session, and once it is on the statute books the prospect of an early general election must be faced. It may not come, but with its larger representation assured, the West will be disposed to force it, if its requests are not met.

The sales tax is entering into the tariff discussion in a way it never has before, which is another reason why the manufacturers are keenly interested. In addition, the tariff is sure to receive much attention next session through protectionist developments in Great Britain.

Not Enthusiastic About New Oil Discoveries

From Our Own Correspondent.

OTTAWA. — Dominion geologists hope that all Chester Thompson has to say is true, in his statement that he has found in Southern Alberta the greatest oil field in the world; but they want much more proof before his statement is literally accepted.

The fact of the matter is that the failure of the Fort Norman field to do better, and the lack of other important successes by companies that have spent very large sums in prospecting and development work in the prairie provinces, has made members of the staff of the Geological Survey very reticent about the early future of Western oil production. It is believed that an important oil body does exist, but as to its extent and location, these are questions that only the future can decide.

Home Bank Depositors Charge Discrimination

WINNIPEG.—Are depositors who owe the Home bank money entitled to one hundred per cent. liquidation, as against the twenty-five per cent. which is being accorded victims of the crash?

This question is being asked by many depositors who feel that the discrimination in favor of the bank debtors is unjust.

"Our complaint," these depositors state, "is that parties who owe the bank are allowed 100 per cent. of their deposits to offset the amount owing on notes. This gives them preferred claim over bona fide savings depositors. We consider this unfair and unjust."

C. P. R. EARNINGS

Canadian Pacific Railway earnings for week ending October 31 amounted to $8,113,000, compared with $7,410,000 for corresponding period in 1922, an increase of $703,000.

The Trend of Business

Journal of the Canadian Bankers' Association.

There have been in the trend of business in the past half year a number of disturbing and disconcerting factors which do not permit of easy explanation. The early part of 1923 represented a distinct improvement over 1922. Industrial stock prices and wholesale commodity prices both moved to higher levels, as did bank clearings, building activity and employment generally, when due allowance is made for seasonal variations. In the early spring a sharp and continuous fall in the prices of industrial stocks was paralled by a decline in the prices of raw materials, and those business men who had been in the habit of depending on such business "barometers" as the price of raw silk, prices of other raw materials, or of certain industrial stocks, began to take cover from an unexpected storm.

Up until the present month, however, the downward movement of stocks and of prices has continued. Not only have the prices of sensitive commodities like pig iron, copper, hides, raw wool and so forth fallen, but general index numbers of wholesale prices have shown a significant decline. In spite of this, however, the volume of business activity, as indicated by manufacturing output, gross railway revenues, building contracts and bank clearings, has not only been maintained but has increased (if any allowance is made for the normal slowing up of business in July and August).

It is perhaps worth while inquiring why the decline of stock prices and the prices of raw materials in 1923 did not herald a business decline such as they brought in their train in 1920. There is nothing mysterious about the way in which the course of industrial stock prices precedes the course of business activity, as stock prices simply reflect the best forecasts of those persons who are most closely in touch with the facts of the various lines of business activity. The decline in stock prices which spread from the New York Exchange to those of Montreal and Toronto indicated the wide-spread opinion among business men and speculators that business had expanded too rapidly, especially in the United States, where building activity reached the fever point. Why then did we not experience the crisis which followed in 1920 a similar recession of the stock market? A closer study of the situation both in Canada and in the United States reveals the presence of factors in 1920 which are not present in 1923. In the first place the fall of stock prices and of the prices of raw materials for the beginning of 1920 was paralleled up to May by a rapid rise in the general level of wholesale prices and until nearly the end of the year by a rise in interest rates and in the ratio of loans to deposits in banks. The result was that merchants met the period of the "buyers strike" with their shelves full, with working capital scarce and with a growing stringency of the money market. In 1923, however, we find that the general level of wholesale prices receded almost at the same time as the prices of raw materials fell. Inventories were, therefore, not large and there was comparatively little loss on depreciated stores. Further, money has been throughout the year "easy." The ratio of loans to deposits and bond yields have both been far below the average for the period since 1918, and the condition of the money market has not been such as to force liquidation and precipitate a crisis.

The period was, of course, one for caution in view of the possibility that European events might complicate the business situation and might even yet precipitate a business crisis. Business indices, however, showed a surprising power of resistance to such "bearish" influences as the European situation and the Japanese catastrophe. The outlook for the winter is on the whole one of optimism. A large wheat crop, although of low grade, is harvested, and though the price is low it has held surprisingly well, and the overhead costs of producing the crop have been less than in previous years. There is no prospect of a boom either in the United States or in Canada, but there is every prospect, (barring political catastrophes) of continuous improvement in the business situation.

Present indications are that Germany will proceed the whole road to the complete worthlessness of its paper currency, with the result that some new and entirely distinct currency is likely to be set up; whereas in Russia, recent reports in the Manchester Guardian Commercial indicate that the devaluation alternative appears to be in process of being put into force.

SASKATCHEWAN DOES NOT WANT NEW PARTY

Progressives Receive Little Encouragement in Provincial Field

From Our Own Correspondent.

REGINA.—The election of a supporter of the Dunning government with the largest majority in the history of the constituency in a by-election in the Milestone constituency rendered necessary by the tragic death of the former member, Bernhard Larson, has far more than local significance, for the defeated candidate, J. V. Patterson, was the first candidate nominated by the newly organized Provincial Progressive Party, which had announced its intention of organizing the entire province in opposition to the Dunning Liberal government.

In a long resolution with many "whereases," the convention called to nominate a Progressive candidate, "viewed with grave alarm the close association of the Saskatchewan provincial government with the present federal Liberal government." and decided that the time was opportune to organize the whole province. The Dunning government picked up the gauntlet, fought the election on the platform that federal issues had nothing to do with a provincial election and that the opposition in Milestone as well as the opposition in the local legislature, had no alternative policy to offer the electors than that of economy and efficiency which the present government is practising, and contrasted Saskatchewan's public debt of $68 per head with Alberta's $109, Manitoba's $115, and British Columbia's $149, also comparing the heavy deficits of the adjoining provinces under Progressive administration with Saskatchewan's $52,000 for the past year when both Manitoba and Alberta went behind a couple of millions.

CHEAPER HOMES TO ALLOW LOWER RENTS

Big Falling Off in Construction of Workingmen's Homes is Apparent

October construction contracts, totalling $30,078,100 for all of Canada, were higher than September of this year, and October of last year, the totals of which were $23,382,000 and $24,270.000 The value of contemplated work reported during the month was $33,968,000, according to MacLean's Daily Reports.

The Dominion total for ten months is $277,114,600, while the same period for 1922 was $237,917,500. This is an increase of 16.5 per cent. The residential buildings, although the decrease here is but 5.5 per cent., represents a drop of $4,958,100. This drop from a monetary viewpoint is negligible, but an analysis of the figure reveals a social problem that demands a speedy solution.

The number of houses erected to date this year is 15,988, as compared with 18,083 for the same period in 1922, a drop of 11.6 per cent. In view of the fact that the drop in cost is but 5.5 per cent., and that material prices have remained approximately stationary, here is incontrovertible evidence that the building of workers' homes has fallen off, while that is the type most needed to relieve the building shortage. The non-union worker cannot make the initial payment on a home costing $4,500 or over, and if he can, he is unable to carry the burden of interest, taxes, and principal payments without subletting. This condition defeats the principle of home owning. If wages cannot be increased, then the structural problem of erecting houses or flats which can be sold or rented at decidedly lower prices than those existing to-day, cries out for solution.

New York Has Funds to Meet Current Demand

NEW YORK.—The success of the flotations of new issues since the improvement in the bond market began recently has given evidence of the fact that investment funds are ample to meet present demands, states the current issue of the Guaranty Survey published by the Guaranty Trust Company of New York.

Your Home and Office Need Genuine
ORIENTAL RUGS
They are everlasting, satisfying, exquisite in colouring and moderate in price when bought from
BABAYANS Ltd.
Canada's Largest Direct Importers
King & Victoria Streets
Toronto

Imperial Oil, Limited

DIVIDEND

NOTICE IS HEREBY GIVEN that a dividend of seventy-five cents (75c) per share has been declared by the Directors of Imperial Oil, Limited, and that the same will be payable in respect of shares specified in any Share Warrant of the Company within three days after the Coupon Serial Number Eighteen of such Share Warrant has been presented and delivered to:

The Royal Bank of Canada,
Toronto, Ontario,

or at the office of:

Imperial Oil, Limited,
56, Church Street,
Toronto, Ontario,

such presentation and delivery to be made on and after the 1st day of December, 1923.

Payment to Shareholders of record and fully paid up at the close of business on the 15th day of November, 1923 (and whose shares are represented by Share Certificates), will be made on or after the 1st day of December, 1923.

The books of the Company for the transfer of shares will be closed from the close of business on the 15th day of November to the close of business on the 30th day of November, 1923.

By Order of the Board.
E. V. A. KENNEDY,
Secretary.

56, Church Street,
Toronto, Ont.
November 6th, 1923.

NOTICE OF DIVIDEND

Famous Players Canadian Corporation Limited

Notice is hereby given that a Dividend of Two Dollars ($2.00) per share for the quarter ending 31st October, 1923, has been declared upon the First Preference Stock of the Company, payable on the 30th day of November, 1923, to shareholders of record 31st October, 1923.

By Order of the Board,
(Signed) N. L. NATHANSON,
Managing Director.

Demand Only One Taxing Authority in District

The convention of the Alberta Association of Municipal Districts, at Edmonton, last week, passed a resolution to ask the provincial government for legislation to provide for only one tax collecting authority within a municipal district.

Resolutions were also endorsed, proposing that all schools within municipal districts be maintained by the following schemes of taxation: (a) By a government grant. (b) By a levy made by the municipal district on all rateable lands therein sufficient to produce $80 per school room, said levy to be known as the general school rate. (c) By a levy on all rateable lands within each organized school district sufficient to meet the balance required by each of said districts for the year, said levy to be known as the "special school rate," and further that the basis of all levies be the assessed value of the lands.

John Gair, of Killam, and K. Pinchbeck, of Spruce Grove, were re-elected president and vice-president, respectively, of the association for 1924.

How they sold $400,000 worth of Bonds

A Montreal investment house states: "We put in 55 Long Distance calls to sell $400,000 worth of Municipal bonds. Before 30 calls had been made they were all sold. We saved advertising, printing, railway fares and hotel bills."

Each new telephone subscriber adds to the value of YOUR service

BELL TELEPHONE CO.
OF CANADA

THE CANADIAN BANK OF COMMERCE

NOTICE is hereby given that a special general meeting of the shareholders of The Canadian Bank of Commerce will be held at the Head Office of The Canadian Bank of Commerce at 23-25 King Street West, in the City of Toronto, Ontario, on Wednesday, the 21st day of November, 1923, at the hour of twelve o'clock, noon, for the purpose of submission to the said shareholders of an agreement for the sale by the Bank of Hamilton to The Canadian Bank of Commerce and for the purchase by The Canadian Bank of Commerce from the Bank of Hamilton of the whole of the assets of the Bank of Hamilton upon the terms set out in such agreement, and for the purpose of considering such agreement, and for the purpose, if thought fit, of approving of the same.

By Order.
JOHN AIRD,
General Manager.
Toronto, the 26th day of September, 1923.

THE CANADIAN BANK OF COMMERCE

DIVIDEND No. 147

NOTICE IS HEREBY GIVEN that a dividend of three per cent. upon the paid-up capital stock of this Bank has been declared for the quarter ending 30th November, 1923, together with a bonus of one per cent., payable at the Bank and its Branches, on and after Saturday, 1st December next. The Transfer Books of the Bank will be closed from the 16th November to 30th November next, both days inclusive.

By Order of the Board.
JOHN AIRD,
General Manager.
Toronto, 19th October, 1923.

The Bank of Toronto

DIVIDEND No. 169

NOTICE IS HEREBY GIVEN that a **Dividend of Three Per Cent.** for the current quarter, being at the rate of **Twelve Per Cent. per annum** upon the Paid-Up Capital Stock of the Bank, has this day been declared, and that the same will be payable at the Bank and its branches on and after the **FIRST day of December** next to Shareholders of record at the close of business on the 10th day of November, 1923.

By order of the Board.
JOHN R. LAMB,
General Manager.
The Bank of Toronto, Toronto,
October 24th, 1923.

The Royal Bank of Canada

DIVIDEND No. 145
AND BONUS

NOTICE IS HEREBY GIVEN that a dividend of three per cent. (being at the rate of twelve per cent. per annum) upon the paid-up capital stock of this bank has been declared for the current quarter, also a bonus of two per cent. for the year ending November 30, 1923, and that the same will be payable at the bank and its branches on and after Saturday, the first day of December next, to shareholders of record at the close of business on the 15th day of November.

By order of the Board.
C. E. NEILL,
General Manager.
Montreal, Que., October 16, 1923.

BANK OF MONTREAL

NOTICE is hereby given that a DIVIDEND of THREE per cent. upon the paid-up Capital Stock of this Institution has been declared for the current quarter. A BONUS of TWO per cent has also been declared for the year ending 31st October, 1923, both payable on and after SATURDAY, the FIRST DAY OF DECEMBER next, to shareholders of record of 31st October, 1923.

By order of the Board.
FREDERICK WILLIAMS-TAYLOR,
General Manager.
Montreal, 26th October, 1923.

The Consumers' Gas Company of Toronto.

Notice of Annual Meeting

THE Annual General Meeting of the Shareholders of The Consumers' Gas Company of Toronto, to receive the report of the Directors, for the Election of Directors for the ensuing year and for the transaction of such other business as may properly be transacted at the meeting, will be held in the Company's Board Room, 17 Toronto Street, Toronto, on **Monday, the 19th day of November, 1923,** at 12 o'clock noon.

By order of the Board.
ARTHUR HEWITT,
General Manager.

The Imperial Trusts Co. of Canada will open a branch at St. Catharines about the first of December. The decision to open in St. Catharines is a result of the steadily-growing business of the company in that district.